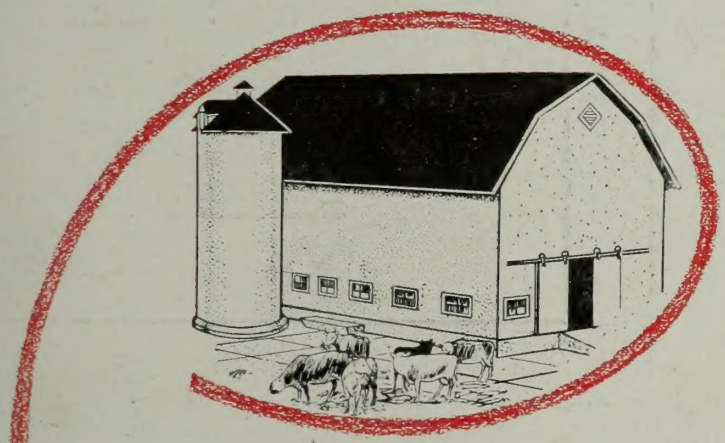
Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 31
August 1, 1914



CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

How Canada Cement Increases Sales

The illustration of the sales-slip suggests what the Hardware Dealer selling cement can sell to the man who intends to build a concrete barn.
Practically every item listed is necessary to complete the structure and would undoubtedly be ordered at the same time the cement is bought if the dealer selling them, carried in stock the brand of cement that Canadians have been educated to demand. That brand is

JOHN STRONG CO. LIMITED
Hardware & General Builders Supplies
LENOX ONT. Apr 2 1914
Sold to John Douglas

224	Sacks Canada Cement	1	75
20	ft. Barn Door Track		2
12	" " " Hangers		1
50	lbs 8d Wire Nails		4
50	" 10d " "		4
20	" 20d " "		2
3	pr. Screw and Strap Hinges		90
2	" 5 Strap Hinges		
3	gals. Asphs		75
1	doz Hooks and Staples		
3	" 72 Pad Locks		75
3	cast Iron Gratings		
		37	00

CANADA Portland CEMENT

The quality is the best that can be made and is identical in every bag bearing the "Canada" label.

Our interest does not end when we ship you the cement, in fact, it has really just begun. Our big advertising campaign brings hundreds of inquiries each month and those from your locality are turned over to you to follow up for orders. This not only helps you to make a profit on Canada Cement, but gives you the very best opportunity to increase your Sales in other lines.

The first step to get your share of the increased sales that cement will bring, is to write at once for terms to

Canada Cement Company

Limited

913 Herald Building - Montreal



1847 ROGERS BROS.

"Silver Plate that Wears"

The only brand of silver plate with an *Unqualified Guarantee,* backed by the actual test of

65 years.



IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

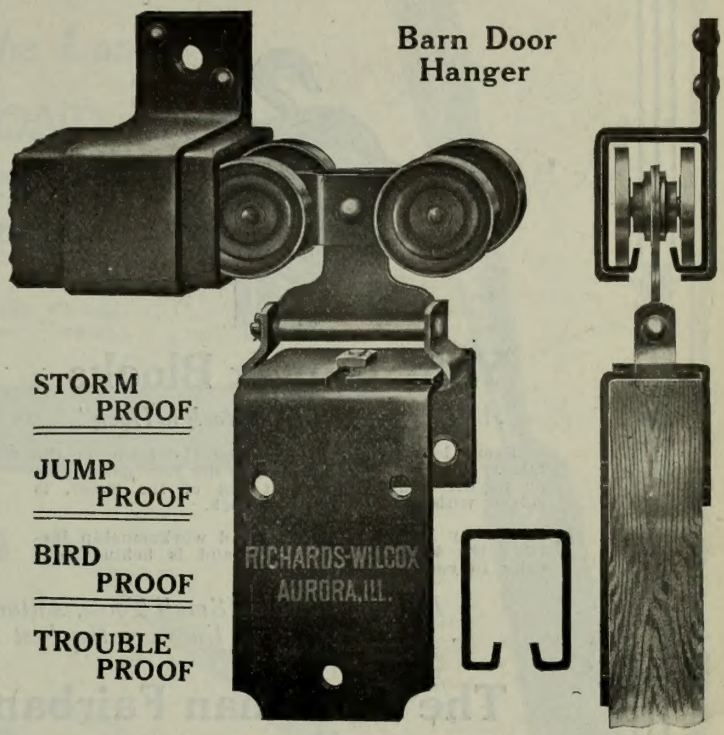
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

CANADA'S VERY BEST

Barn Door Hanger



STORM PROOF
JUMP PROOF
BIRD PROOF
TROUBLE PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

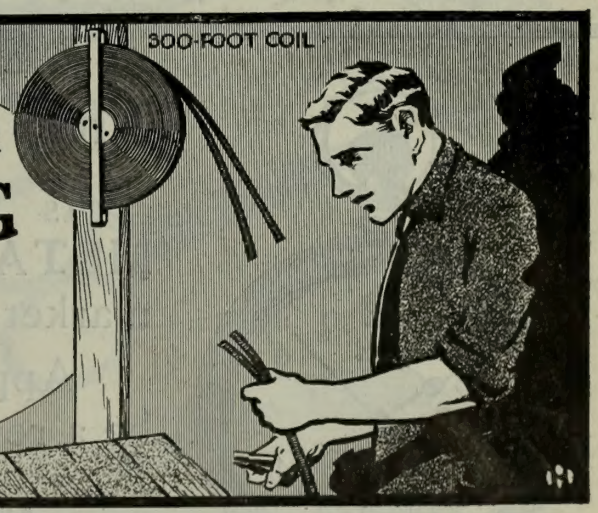
RICHARDS-WILCOX Canadian Co., Limited
London - Montreal

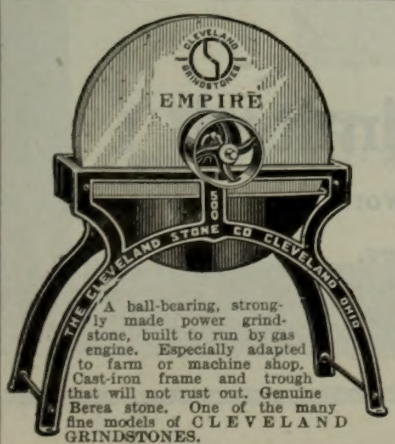
Order Stanley No. 3000
"TWINROLD" SELF-TIGHTENING

BOX STRAPPING

It is coiled double.
It is self-tightening.
Nails can't slip in driving.

THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.
See Page 95





A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone. One of the many fine models of CLEVELAND GRINDSTONES.

CLEVELAND GRINDSTONES

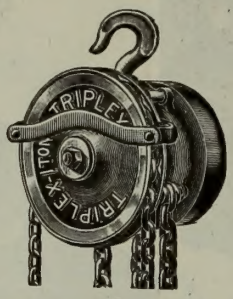
Sold only to Hardware and Implement Dealers

Cleveland Grindstones are the *only* Berea grindstones—the best abrasives in the world. Absolutely even grit—no soft spots or flint spots. Never wear humpy—and never glaze. Our experts of 50 years' experience select the right grit for your customers—no haphazard shipments. Our full guarantee covers every stone and assures you of fair treatment and quick delivery.

"How to Keep Mail Orders At Home"

A new booklet we have just issued to help dealers! Shows you exactly how to thwart the mail order man, and get the business you ought to have. A FREE COPY for you if you'll write for it! Write a postal to us TO-DAY!

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO

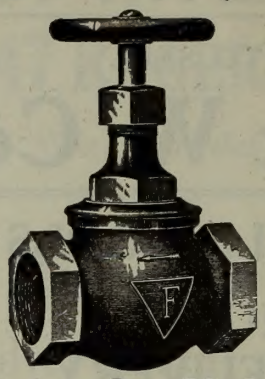


Yale Triplex Blocks

A "Line of Steel from Hook to Hook"

Every load-lifting problem, on the farm, in the factory, machine shop, garage, to lift your gas engine or to lift your motor boat out of the water, is solved with a Yale Triplex Block.

"Safety First" in material and workmanship justifies the Yale Triplex Block, and is behind your sales to your customers.



Fairbanks Valves

"Disc Renewed in one minute"

Will remove all valve troubles. They are built of high-grade material, to withstand a great deal more than their rated pressure. The renewable disc feature is unequalled by any valve on the market. The valve stems are packed with Palmetto Twist packing, which will remain soft and perform its function better than any other packing made.

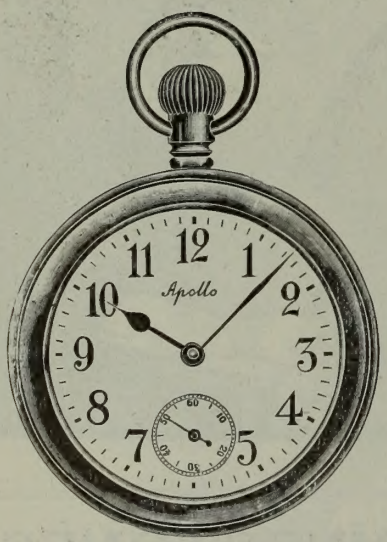
Fairbanks Scales, Small Tools, Automatic Supplies and other mechanical lines are the best the world affords.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street, Montreal

ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods



The "APOLLO" Watch

Is the best and cheapest 30-hour **METAL LEVER WATCH** on the market. It is unequalled for value.

Appearance, quality and price will be a revelation to you.

ASK YOUR JOBBER FOR A SAMPLE.

Manufactured by

JUNGHANS BROS., Limited

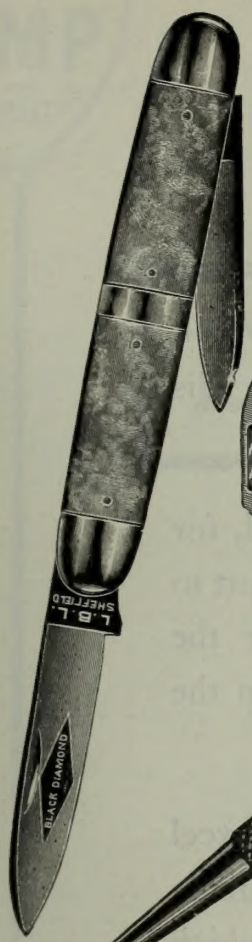
The largest watch and clock factory in the world.

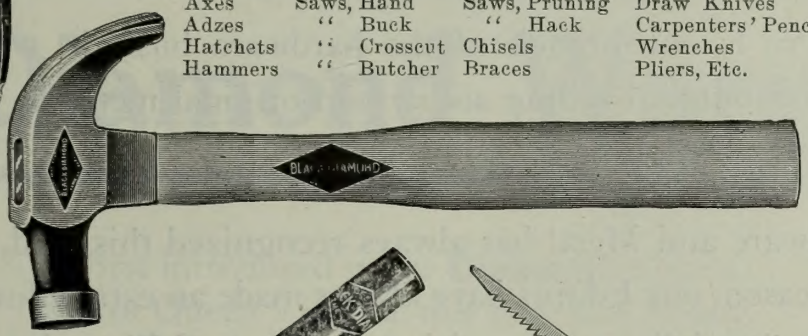
Daily Output: 15,000 Clocks and Watches.

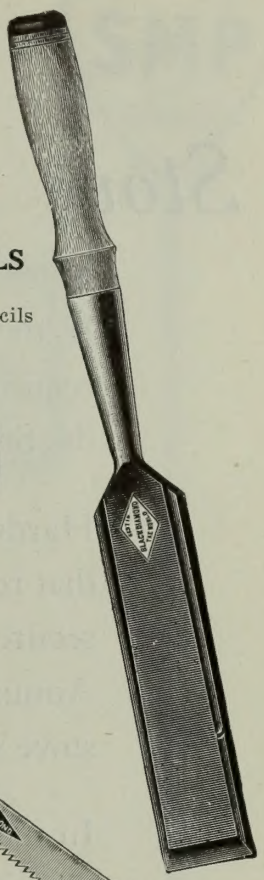
Canadian Branch:
517-525 St. Paul Street, Montreal

"Best in the Land—

BLACK DIAMOND BRAND"

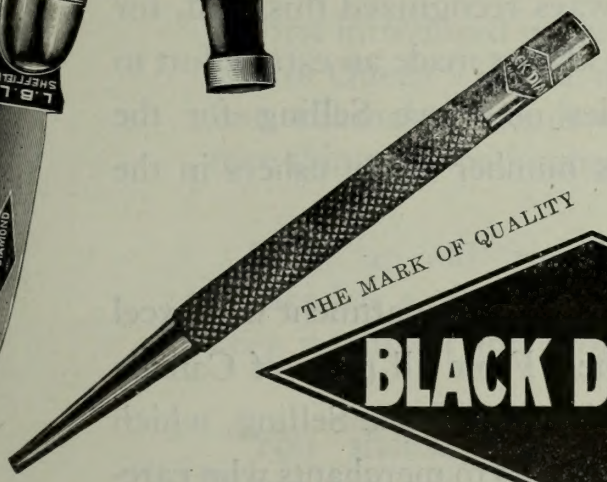


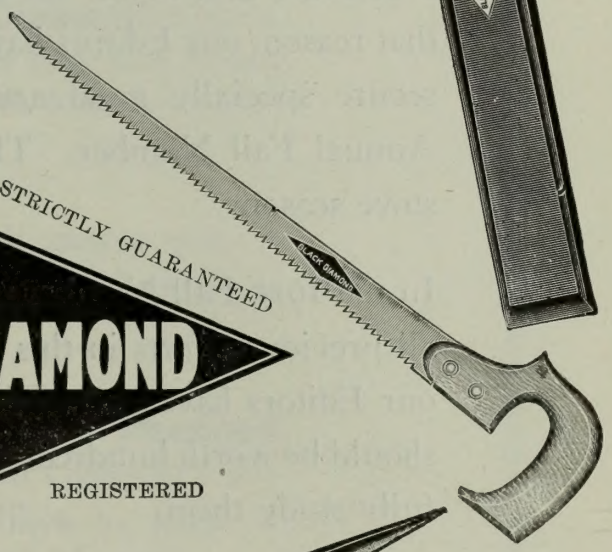




A COMPLETE LINE OF HIGH-GRADE TOOLS

Axes	Saws, Hand	Saws, Pruning	Draw Knives
Adzes	" Buck	" Hack	Carpenters' Pencils
Hatchets	" Crosscut	Chisels	Wrenches
Hammers	" Butcher	Braces	Pliers, Etc.



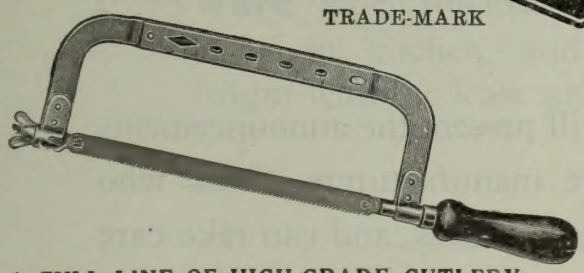


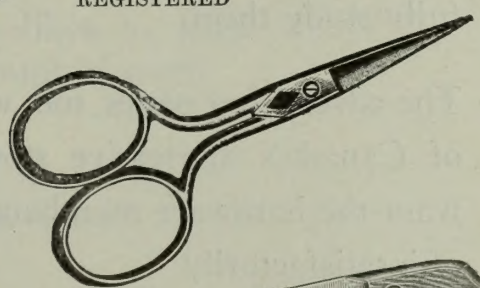
THE MARK OF QUALITY

STRICTLY GUARANTEED

BLACK DIAMOND

TRADE-MARK REGISTERED





A FULL LINE OF HIGH-GRADE CUTLERY

Carvers	Pocket Knives	Scissors
Butcher Knives	Hunting Knives	Shears
Scraping Knives	Razors	Hair Clippers



LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Try our
MAIL ORDER
Service

Stove Selling Ideas

If there is one branch of the hardware business which requires unusual selling ability and original methods, it is the Stove Department.

Hardware and Metal has always recognized this, and, for that reason, our Editors have always made an extra effort to secure specially good articles on Stove Selling for the Annual Fall Number. This number really ushers in the stove season.

In the 1915 Fall Number, the Stove Department will excel all previous efforts in this line. From all parts of Canada our Editors have gathered ideas on Stove Selling, which should be worth hundreds of dollars to merchants who carefully study them.

The advertising pages, too, will present the announcements of Canada's aggressive stove manufacturers—those who want the hardware merchants' business, and can take care of it satisfactorily.

So, stove dealers will find in Hardware and Metal's Annual Fall Number, a most important guide to them in both buying and selling. The stove advertisements will show them the reliable firms from whom they may safely choose their line for 1914-15. The editorial section will give them the newest ideas in stove selling, and thus help them to make the maximum profit from the line they have selected.





"An Old Friend"

Diamond Ware

First introduced in the **Diamond** Jubilee year of Queen Victoria, this Blue and White line still makes friends with folks who like nice things in the kitchen.

Like "an old friend" it wears well,—always has a cheerful look,—and seems to keep it without any effort.

You should always advise **Diamond Ware** when you know your customer likes a bright kitchen, and—likes to keep it bright with the least amount of work.



Shipments Made Promptly



THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

The Essential Thing

In the credit business it is essential that a merchant have all the details of his credit accounts at his finger ends. The credit customer is the best from the standpoint of the store-keeper. The credit customer does not run around the different stores in order to save a few cents on a purchase, therefore the credit trade must be fostered.

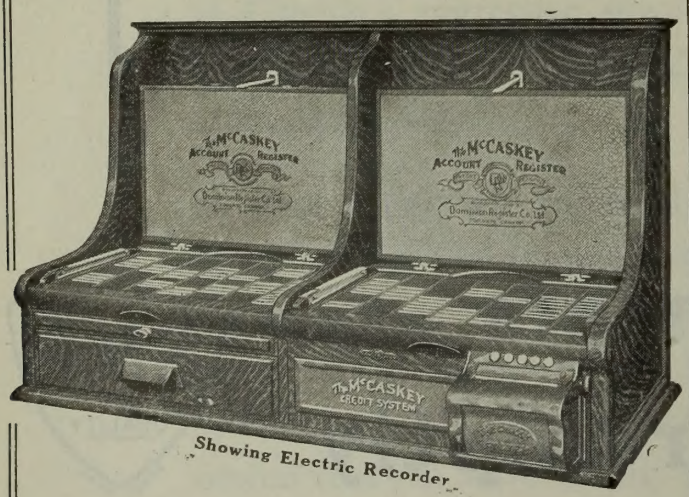
BUT

It has to be closely watched in order that the best results may be obtained. Collections must be made regularly or the business will be injured by reason of too much money being tied up. And sometimes it happens that a customer's account has got so large that it is impossible for them to settle it. Many a time this is caused by the fact that they did not know their account was mounting up. They were willing to pay—would have paid—had they known the state of the account, but now it has assumed proportions out of all comparison with their resources.

The McCaskey System prevents customers overlooking the amount of their account. Makes collections easy and satisfactory. Gives the merchant all the information he should have *at a glance.*

Limits, automatically, the giving of credit, and puts the credit business on a real and satisfactory paying basis.

A POST-CARD WILL TELL YOU MORE.



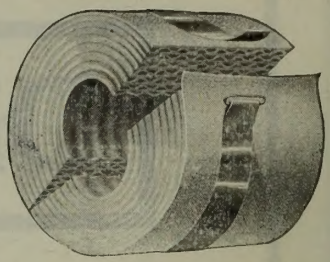
Showing Electric Recorder

Dominion Register Co.,
LIMITED

90-98 Ontario Street Toronto, Canada

Increase YOUR Profits By Showing Customers How to Save Money

YOU can do this by simply *proving* to your customers the enormous saving in fuel that can be effected by the use of J-M Pipe Coverings. And we'll help you by supplying you with literature, samples, and actual test figures that will *prove* conclusively to your customers that they are losing good money in fuel on every steam or hot water line that they are operating without the insulating help of

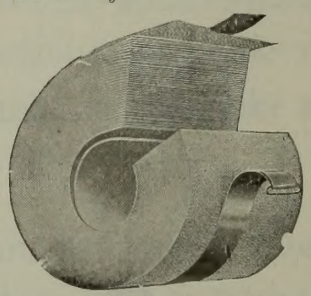


J-M Asbestocel for Medium and Low Pressure Steam and Hot Water Systems.

J-M PIPE COVERINGS

There is a J-M Covering for every condition, each recognized by engineers as the *most efficient* on the market.

You can reap big profits not only on nearly every piping job you do, but also from hundreds of jobs in old buildings around your city.



J-M Asbesto-Sponge Felted for High Pressure Steam Service.

Get after this business now. There is bigger profit in it than most business you get, and competition is not so keen.

Write nearest branch for our Special Proposition.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Manufacturers of Asbestos Roofings; Stucco; Pipe Coverings; Cold Storage Insulation; Waterproofing; Sanitary Specialties; Acoustical Correction; Cork Tiling; etc.

TORONTO, MONTREAL WINNIPEG, VANCOUVER

1806

"ROSS" REPEATING RIFLES

The .280 calibre is known the world over for accuracy. 26-inch round steel barrel, selected Italian walnut stock with pistol grip. Weight 7 lbs. 8 ozs.

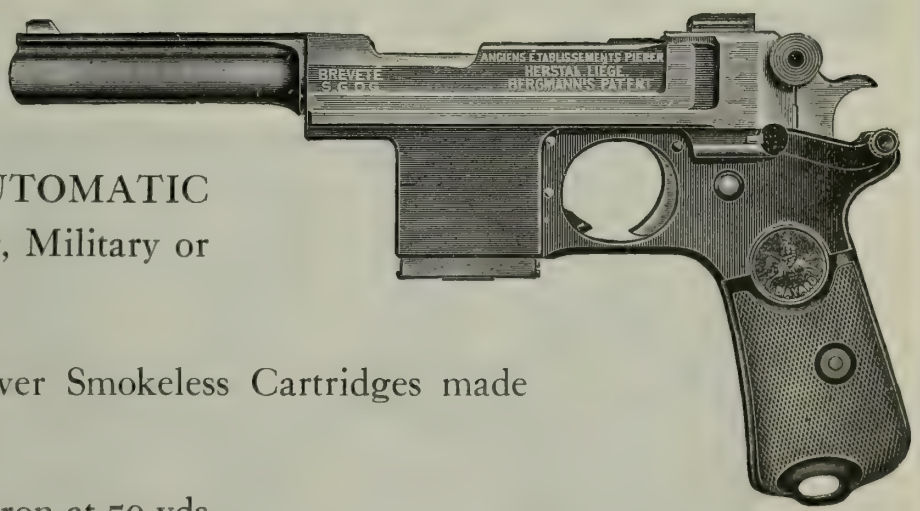


MODEL "R," .303 calibre Ross Rifle is also a favorite. Reasonable in price, accurate and well finished.

WINCHESTER



Self-loading Rifles, take-down pattern. Quick-acting and accurate. Nickel steel barrel, plain walnut stock, .401 or .351 calibre.



.38 calibre long range AUTOMATIC PISTOLS. For Hunting, Military or Police use.

Uses .38 calibre high-power Smokeless Cartridges made specially for this weapon.

Penetration ¼ inch sheet iron at 50 yds.

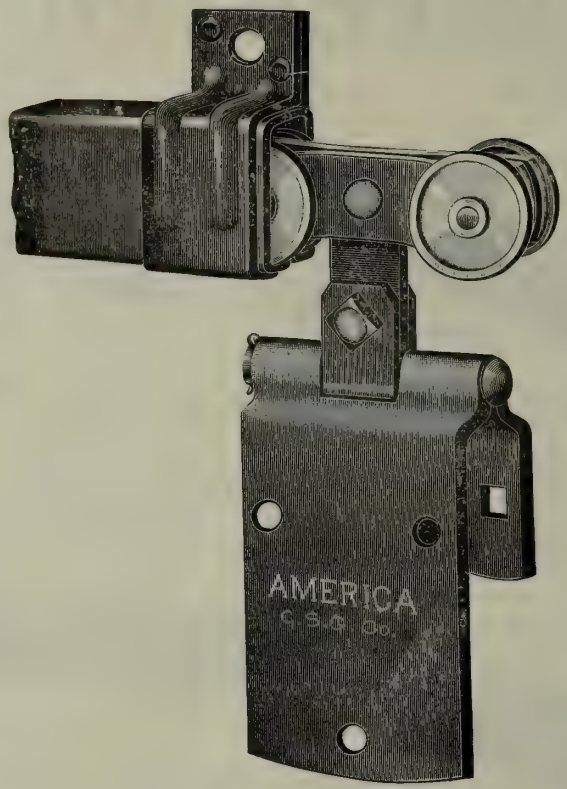
New Gun Catalogue Now Ready.

CAVERHILL, LEARMONT & CO.

MONTREAL

AMERICA TROLLEY HANGERS

Tandem Trucks.
Doors can swing out.
Universal favorite for Warehouse, Garage Factory and Barn Doors.
Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.
Rail brackets are corrugated and track is heavy.
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

The Steel Company of Canada, Limited

Hamilton, Ontario

We carry a large stock of Standard sizes from ⅛" to 12" (inside diameter) from which we can make immediate shipments of

WROUGHT PIPE

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

Fencing Pipe
Railing Pipe
Steam and Gas Pipe





Black and Galvanized **Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **Clean Surface,** free from blisters and other irregularities.

Uniformity is a quality found in our pipe, both in material and workmanship, which increases the life and usefulness.

The Thread is of **Even** and **Perfect** cut, which insures a snug fitting with the coupling.

Every length is tested to 600 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD

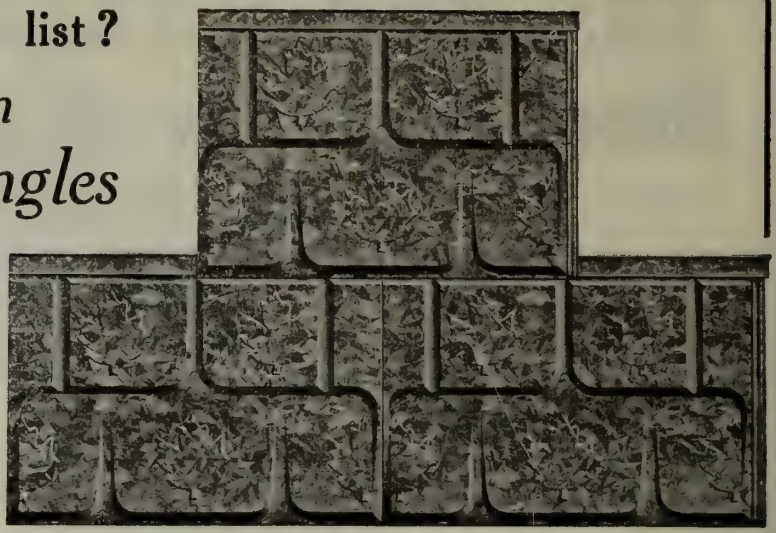
Soil or Waste **Composition Gas Pipe** **Fountain or Aqueduct**

Sales Offices:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

Why not get on our Agency list?

There's big money in Our Safe Lock Shingles



On every building that's being erected there is an opportunity for you to sell our Safe Lock Shingles and reap a **big commission.**

We help you with catalogs, letters, and salesmen, if necessary, in order to close a difficult sale

You do not have to carry but very little stock, as you order the goods from catalog and your customers take delivery from the car.

Remember, you get the big commission whether we help you or not.

Why not get in on this splendid proposition?

Write for full particulars now.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Head Office: PRESTON, ONTARIO

CONSOLIDATED FACTORIES AT
MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg

Mr. Hardware Dealer

This year we offer you a **larger and better** ash-sifter than ever, **with more profit.** We believe without any doubt that

The Burrowes Patent Dustless Rocker Ash-Sifter

is by far the best. Compare it with any other, point by point.

Attached scuttle and double rims make it dustless. Can any sifter be dustless unless thus protected?

Other good points: Large space for ashes to spread; large screening surface. The working motion sifts quickly; convenient, light. Large lid, no weight to lift.

No back-breaking shaking or handle to turn, simply rock it like a cradle. Nothing to burn or rust.



No. 2 1914 Model. Notice big Double Rim Scuttle and one packed ready for shipment.

This is the only ash-sifter you can recommend as dustless, quick and easy to operate.

Notice cut with sifter packed in corrugated box, ready to ship. Get prices from your wholesale house or send direct to

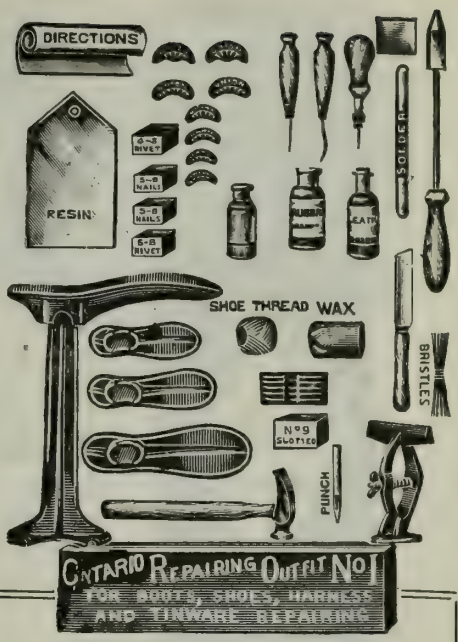
THE BURROWES MANUFACTURING CO.

607-611 KING STREET WEST **TORONTO, ONT.**





The T.F. Cobbler's Outfit







There's a good profit in selling our

COBBLERS'

and Combination

OUTFITS

We have a splendid assortment of these outfits, and each and every style is attractively finished and of good quality.

By stocking a few sets and displaying them prominently you will procure good business in this line.

If your jobber cannot supply you, write us direct. We'll ship immediately.

We have a **catalog** covering complete assortment, which we will be glad to mail you. **Write for it.**

TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

50 YEARS IN THE BUSINESS

Give Your Trade The Best File Value by Selling Them NICHOLSON-MADE-FILES

Help a man to make or save money—and you make a firm business friend.

By selling your trade NICHOLSON-MADE-FILES, you enable them to get the most file work in the least time at the lowest filing cost.

You show them how to increase output and decrease production cost. All of which means more net profit to them.

That's "good business." It can be made better still by teaching your trade to use MORE NICHOLSON-MADE-FILES. Once they realize the 25% to 50% saving effected by discarding all half-worn files, the demand for NICHOLSON BRANDS will double—to your immedate benefit.

Profit—by profiting your trade with this advice:
"For economy's sake Use MORE NICHOLSON-MADE-FILES."

BRANDS:

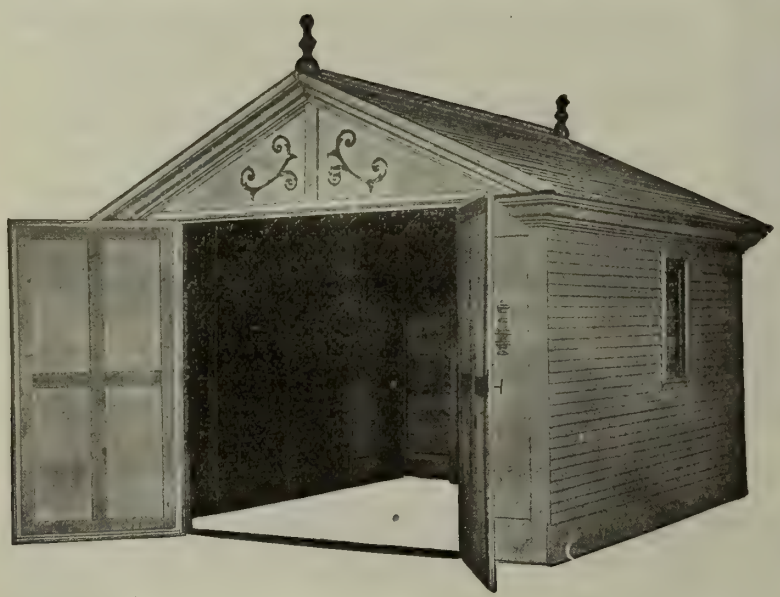
Kearney & Foot—Great Western—American—Arcade—Globe

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO

OVER 50,000,000 FILES A YEAR

Our Metal Buildings are primarily intended for use as Garages, but are equally as efficient when used for



Storage Sheds
Boat Houses
Oil Houses

Contractors' Offices and Railway Construction Work

Cheap—Easily Erected—Fire and Storm Proof.

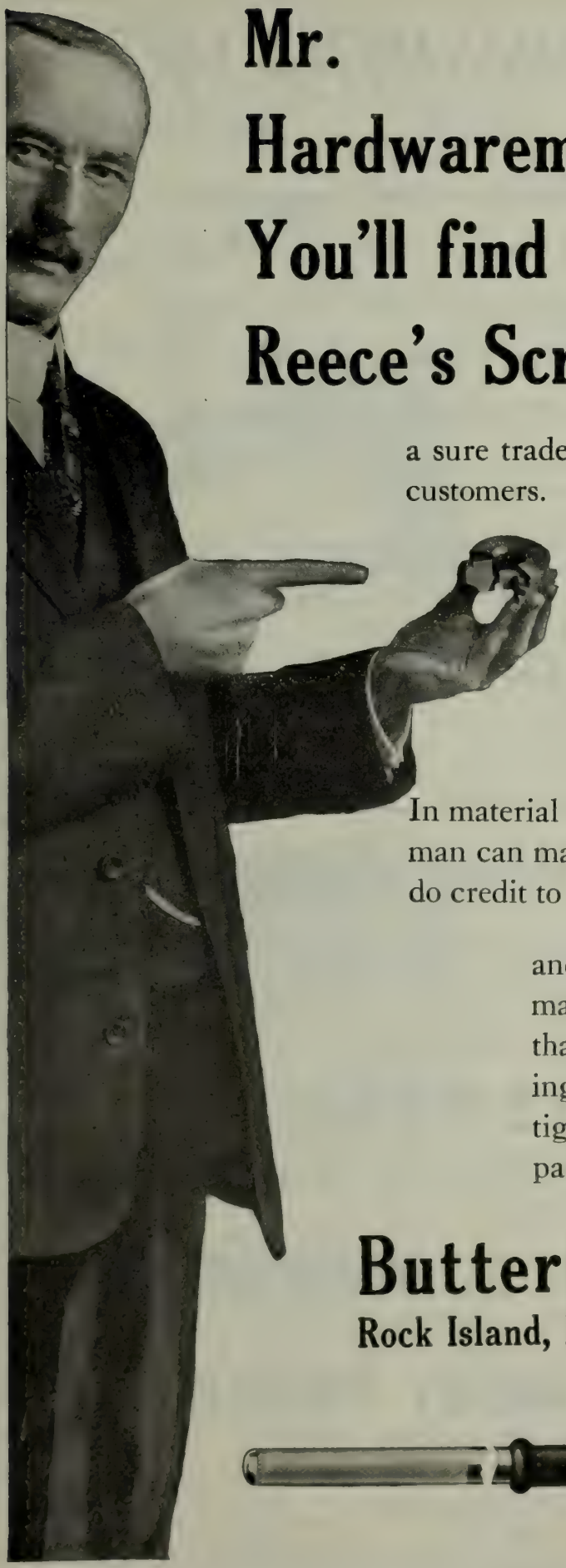
Send for Special Catalog 22-H.M

The Pedlar People Limited

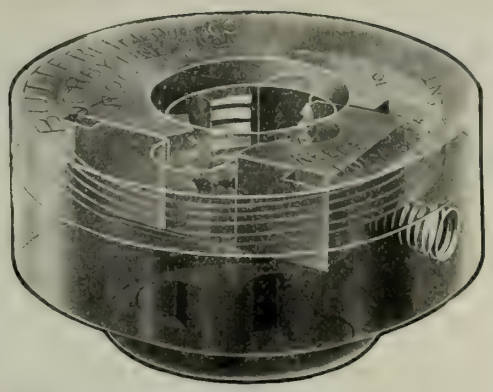
Established 1861

Oshawa Ottawa Montreal London Toronto Winnipeg

35-F



Mr. Hardwareman, You'll find Reece's Screw Plate



a sure trade-winner with all your mechanical customers.

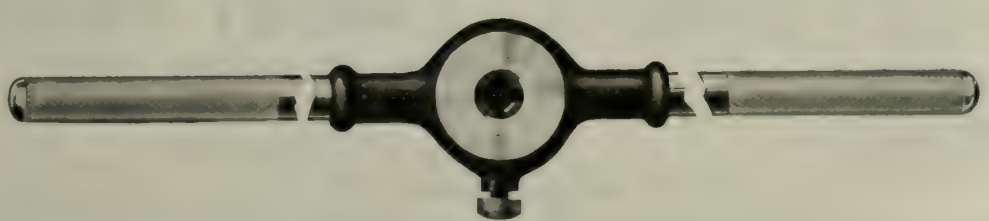
It has all the advantages of solid dies, but not a single one of the disadvantages. When once seen, it creates a desire "to have and to hold" that is easily turned into a sale.

In material and workmanship it is as perfect as man can make it. It is one of a line that would do credit to any hardware store,

and we have a proposition to make to you Hardwaremen that is worth while investigating. Will you start the investigation with a line to us for particulars?

Butterfield & Co., Inc.

Rock Island, P.Q. **Derby Line, Vt.**



APOLLO KEYSTONE GALVANIZED SHEETS

COPPER BEARING WEATHER WEARING RUST RESISTING

The best sheets on the market for Roofing, Siding, Guttering, Cornices, Pipe, etc., and for all exposed Sheet Metal Work.

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

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Comparing Cost With Convenience



The Bissell Sweeper ranks high among the generally used household utilities. There is probably no other labor-saving article in the home that furnishes so much genuine comfort and convenience, even at several times the cost. No other utensil is so frequently needed by the housewife.

BISSELL'S

"CYCO" Ball Bearing Carpet Sweeper

is pre-eminent in its field of usefulness.

It is the handy, inexpensive cleaning device for every-day use.

Consistently advertised and sold under a sincerely conceived business policy which aims at a liberal co-operation with the dealer in the sale of our goods and which, through standard prices that are universally observed, insure him a reasonable profit, the Bissell sweeper has become a staple whose constant growing popularity is evidenced by the steady increase of our sales from the inception of our business to the present time.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

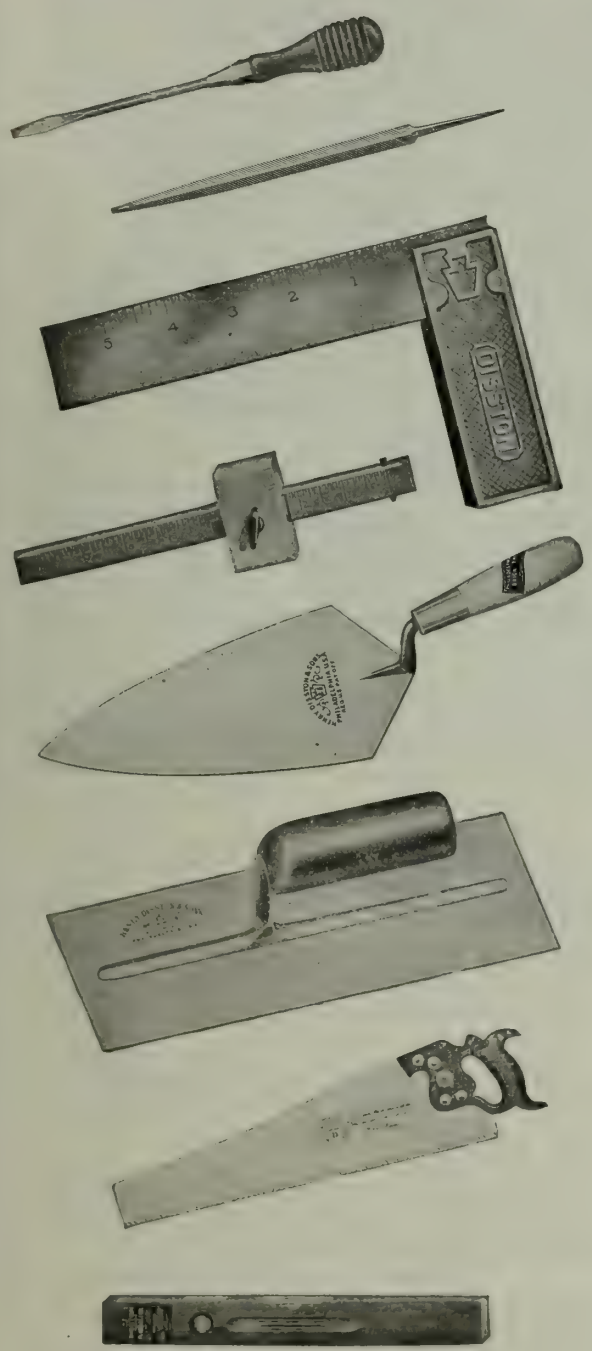
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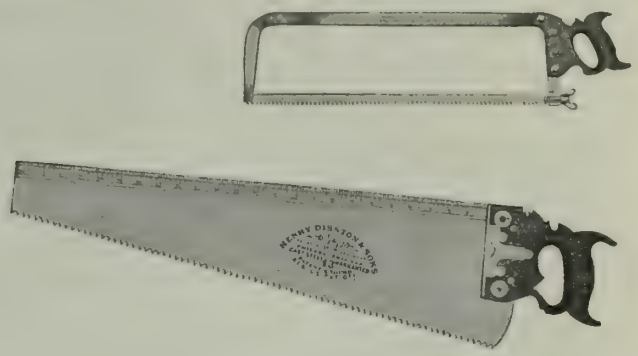
NEW YORK CITY
(Sales and Stock-rooms and Export Department)
25 Warren St.

NIAGARA FALLS, ONT.
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PARIS, FRANCE; LONDON, ENGLAND—Agency.

Make Every Visitor a Buyer





Every visitor to your store is not a buyer—neither is every buyer a large spender.

These are two conditions which you should try to overcome. You can take a long step forward by having your stock complete.

It has not reached a state of ideal perfection, however, until you have placed in stock a representative line of

DISSTON BRAND GOODS
QUALITY GUARANTEED

The attractive appearance of every Disston Tool helps you to sell the mechanic. Their efficiency and durability is so well known to every experienced mechanic that the sale is as good as closed when you show him the Disston Brand on the tool he inquires for.

We back our saws and tools with a strong guarantee, but there is no "come back" to a Disston product. When a tool does not suit the buyer and he brings it back you have lost a certain amount of standing with him. You avoid this risk by recommending the Disston Brand.

Our advertising department has many helps for increasing your business. This service is free to you—write us.

Reg.
U. S. Pat. Off.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

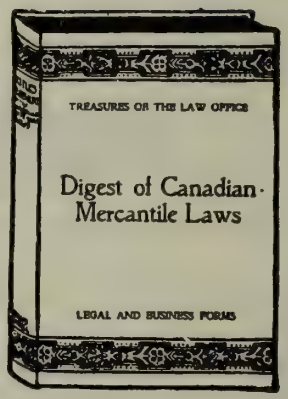
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Canadian Works:
TORONTO, CAN.

A BOOK THAT SAVES MONEY

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANTS. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, PROCURING A LOAN OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it for business men. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.

Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make same payable at par, Toronto. **Eastern Edition, Price, $2.00. Special Western Edition, $2.50.**

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

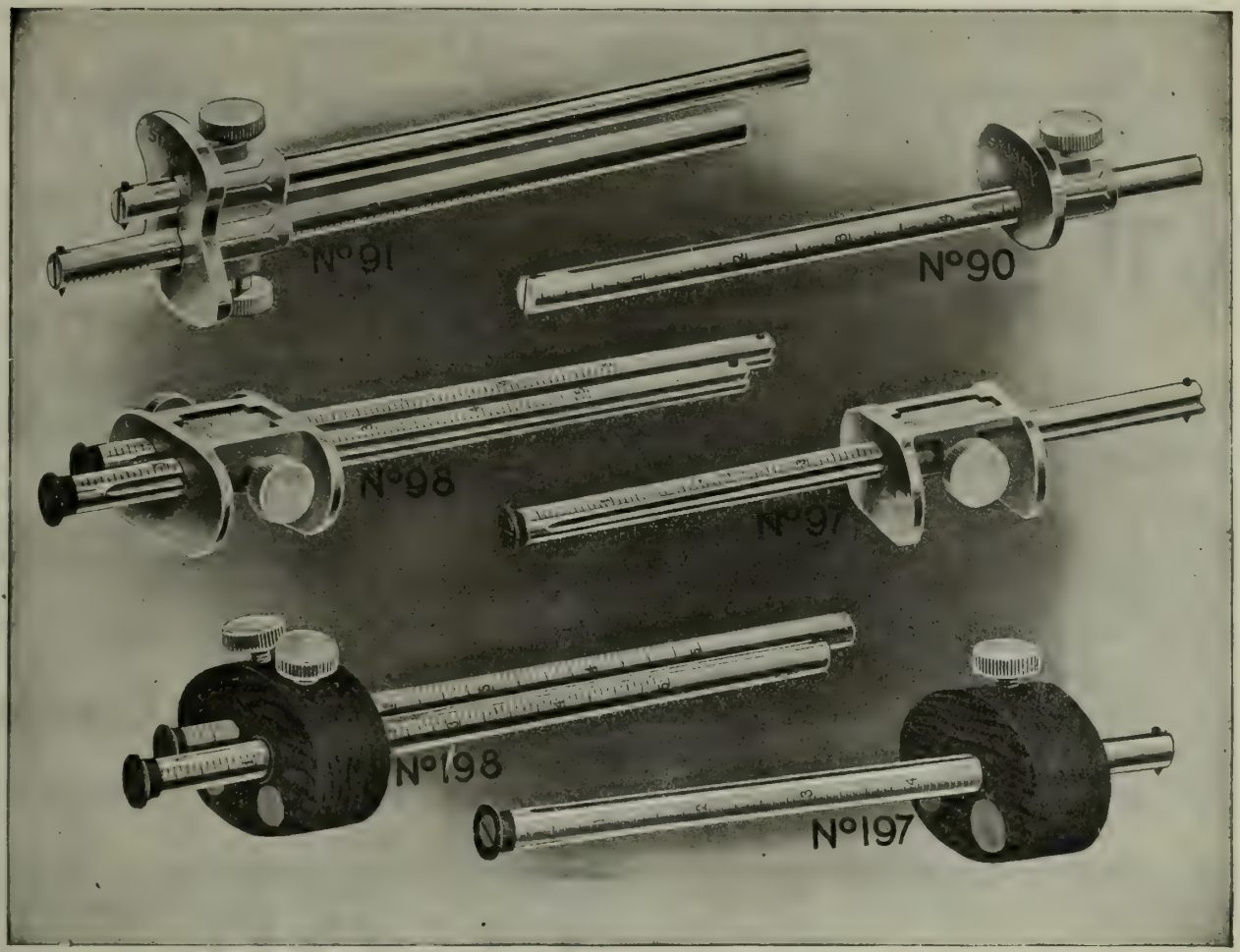
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The compactness, ease of adjustment, and accuracy of graduation combine to make the METAL GAUGE attractive for all classes of work.

To meet the increased demand for these tools we have added several new styles and patterns.

Just a Few Selling Points Covering Those Shown Above,—

Nos. 90, 97 and 197 are MARKING GAUGES only, having but one bar; Nos. 91, 98 and 198 are MORTISE GAUGES having double bars.

The bars in all numbers are six and one-half inches long and graduated in sixteenths of inches for five inches.

The narrow gauging face on the metal heads is very convenient in many instances.

The roller cutters on Nos. 97, 98, 197 and 198 enable the user to scratch a fine line across the grain and over knotty places in the wood without splintering.

The rosewood head on Nos. 197 and 198 make them very attractive to many. Both sides of the head are protected by brass face plates to prevent wear.

The metal parts of all numbers are heavily nickel-plated and highly polished.

These Gauges will sell readily if properly displayed.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Wilt Drills are cut at a single chucking from special steel—steel that is made primarily for use in drills,—

WILT DRILLS

ARE CORRECTLY MACHINED

They are scientifically hardened by electrical equipment and expert men.



These are the reasons why WILT DRILLS GIVE SATISFACTION and outlast others.

YOU CAN SELL THEM

Write us for prices

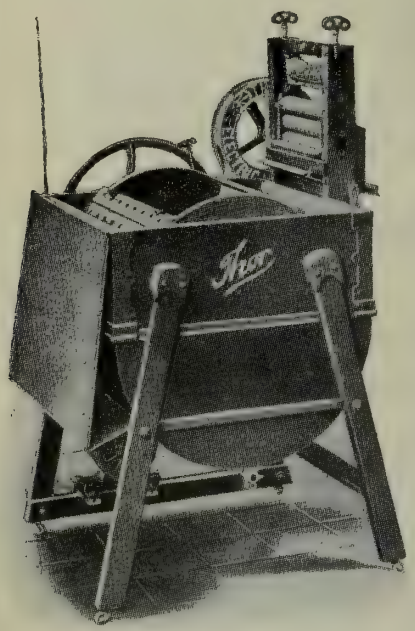
The Wilt Twist Drill Co. of Canada

LIMITED

WALKERVILLE, - - ONTARIO

—THOR—

Electric Washing Machines



THE THOR—

Saves time, labor and expense.

SAVES CLOTHES—

The Thor will last a lifetime. There are no delicate, easily broken parts. It is bolted and braced, and reinforced to withstand harder wear than it will ever receive.

ABSOLUTELY GUARANTEED

Over 70,000 Thors in use to-day.

The Mainer Electric Company, Limited

WINNIPEG, MANITOBA

The Largest Electrical Supply House in the West.

We Want to HELP You, Sir,

get the big, profitable business there is right in your own neighborhood by installing "Metallic" Ceilings, Walls, Cornices, etc. There are dozens of stores, theatres, hotels, restaurants, churches, halls, lodge-rooms, banks, residences, etc., that need this handsome, imperishable trim, and we stand ready to help you get every cent's worth of business in sight.

"Metallic" Ceilings and Walls and Siding make a surface vastly superior to lath and plaster. It's more beautiful, it's sanitary, it's fire-retardant, and makes any place look up-to-date and business-like. Your customers will be quick to tell you so.

You can make a good profit, too, from the paint and supplies needed.

We send catalogue, designs and estimates promptly. We stand ready to help you at every turn. Let us hear from you to-day.

THE
Metallic Roofing Co.,
Limited
Manufacturers—Established 1884
Toronto Winnipeg



Enquire about our "Roman Cornice" for store ceilings, with an electric light in each recess, as shown above. Very smart.

The free, straight, unobstructed passage through JENKINS BROS.' "Y" or BLOW-OFF VALVES



Fig. 13H.

Extra Heavy Pattern Brass "Y" or Blow-off Valve Screwed.
Get them at your dealers.

makes them particularly adapted for blow-off service, and they are very successfully used for a variety of other purposes, especially where thick fluids are handled, as in chemical, dye and fertilizer works, refineries and other manufacturing plants. Have renewable discs and seat rings. Made in Brass or Iron, in Standard and Extra Heavy Patterns.

Catalogue mailed free upon request.

JENKINS BROS., Limited
103 St. Remi St., MONTREAL

The Last Word



No. 1003
Single-Speed Drills
up to ¼"

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Two-Speed Drills
up to ½"

"YANKEE" BENCH DRILLS

The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.

The User's a good salesman— and you get his services FREE

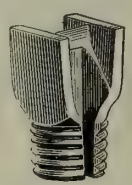
His recommendation to his neighbors quickly multiplies sales



Neverslip Shoes & Calks

Save horses, time and money

Horseshoers and Horseowners unite in recommending RED TIP CALKS. **Neverslip Calks stay sharp an exceptionally long time** — and when they get dull **they can** easily be replaced with new ones in 20 minutes.
As no tool will do all the work so no calk is made that will meet all conditions.
We have different styles of calks so as to meet every condition.



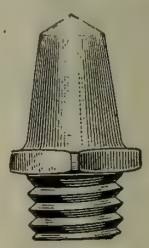
Keystone

Remember.

All good articles have imitations. To protect you against fraud and substitution

ALL GENUINE NEVERSLIPS HAVE RED TIPS.

Our booklet T gives full particulars — write for it.



No. 4



No. 5



No. 1

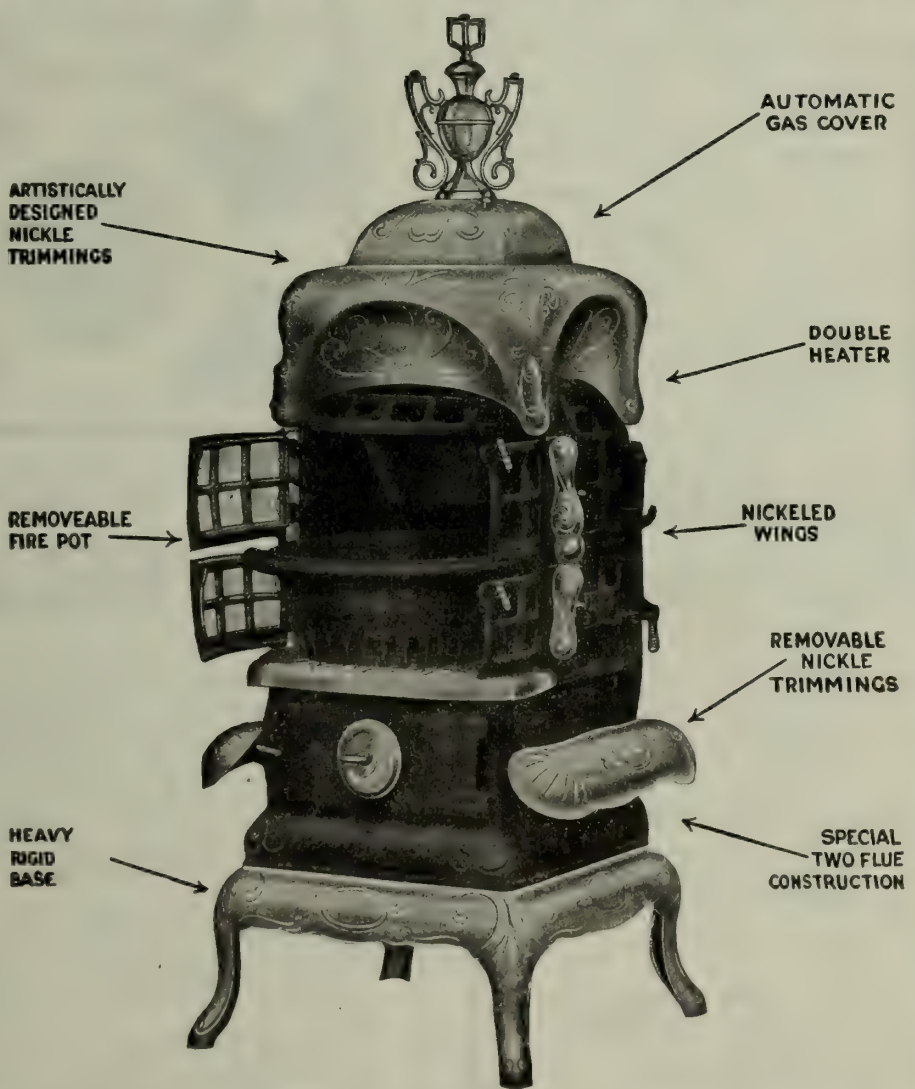
The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL

A strong feeling of confidence in the future of your business—permanent friendly relations with all your customers, past, present and future—all gained by selling McClary Quality Goods.

McClary's
GLADONA BASEBURNER



The combination of nickel and cast iron gives a correctly proportioned appearance.

The removable firepot is a notable feature. Should replacement be found necessary after years of service there is no trouble taking out the old firepot—it's easily removed through the feed doors, and the new one is just as easily placed in position. This is an outstanding feature with the "Gladona" Baseburner and saves considerable expense and annoyance in later years.

Now is the time for all progressive dealers to make preparations for the fall trade—Write us—

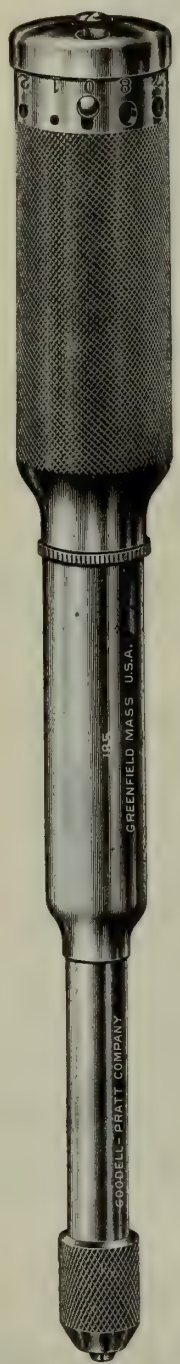
McClary's on Goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
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15 Holes in 10 Seconds

Through a one-inch board with an automatic drill



This could not be duplicated with a hand drill, although many carpenters believe that a hand drill is quicker.

The Goodell-Pratt Company are now making the most complete line of Automatic Drills on the market. Their catalog shows

11 Styles

Every one is designed to be as simple and rapid in action as possible, and with a little oil, and an occasional new spring, one of these tools will last a lifetime.

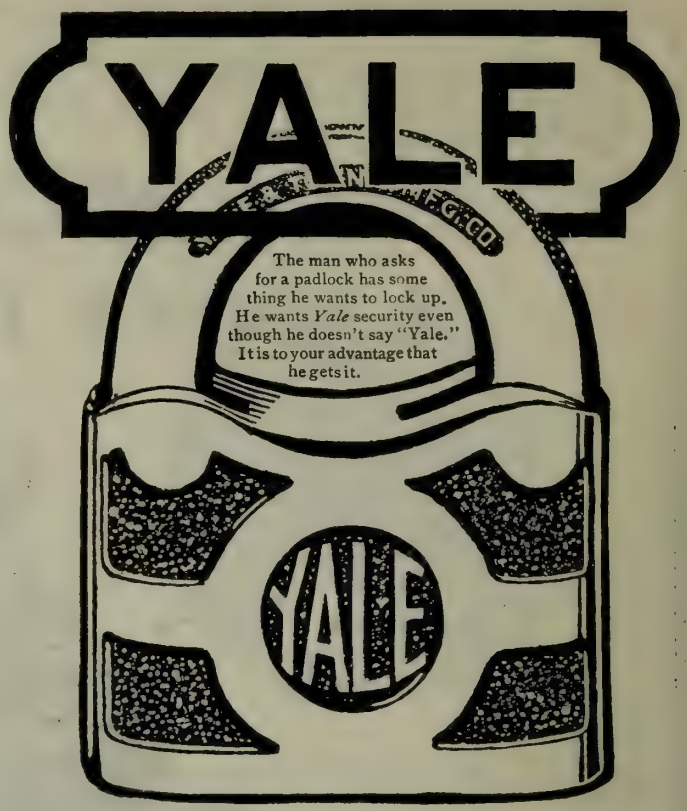
1500 TOOLS
CATALOG FREE

Goodell-Pratt Company

Toolsmiths

No. 185

Greenfield, Mass., U.S.A.



Four Ways we help you sell a BIG SELLER

Carrying Yale Products in stock isn't enough for the enterprising dealer. You must let people know you carry them. We gladly furnish a dealers' service which includes:

1.—**Newspaper advertisements**—business-bringing announcements for your newspapers all ready for your use over your own firm name.

2.—**Window displays**—showing inviting arrangements of goods, window cards, etc.

3.—**Booklets and other printed matter**—for passing out over the counter or sending through the mails.

4.—**Sample boards**—for the counter or the wall, showing the actual goods mounted on wood.

Keep your Yale stock complete and keep it moving. If you need goods or selling helps, write us.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

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Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto



The good-will creator and profit-maker

Genasco is a clean-cut roofing proposition for dealers to handle.

There is nothing about it to cause a "come-back" from your customers.

You can tell them plainly what Genasco is made of, for **we** tell **you**; and there's no secret about our making it of Trinidad Lake asphalt. It is Nature's everlasting waterproofer.

Genasco
THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

stands the test of time.

It backs up the arguments you present for it by giving long, dependable service.

The Kant-leak Kleet, which does away with cement and prevents nail-leaks, is another point that emphasizes this lasting service.

Genasco commands the customers' confidence and brings them back to you with re-orders.

It is a good-will creator and a profit-maker that you can't afford to let go by.

Order Genasco from your jobber. Write us for samples and full information.

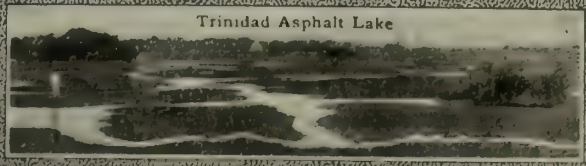
The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready-roofing.

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New York **San Francisco** **Chicago**

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Trinidad Asphalt Lake

DAVIDSON'S "STERLING"
SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

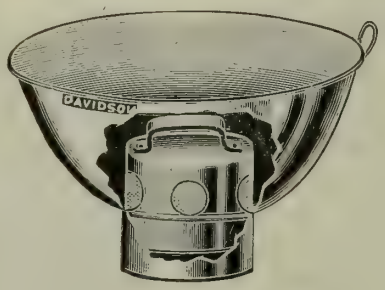


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height ... 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal Toronto Winnipeg

ELEY

CARTRIDGES

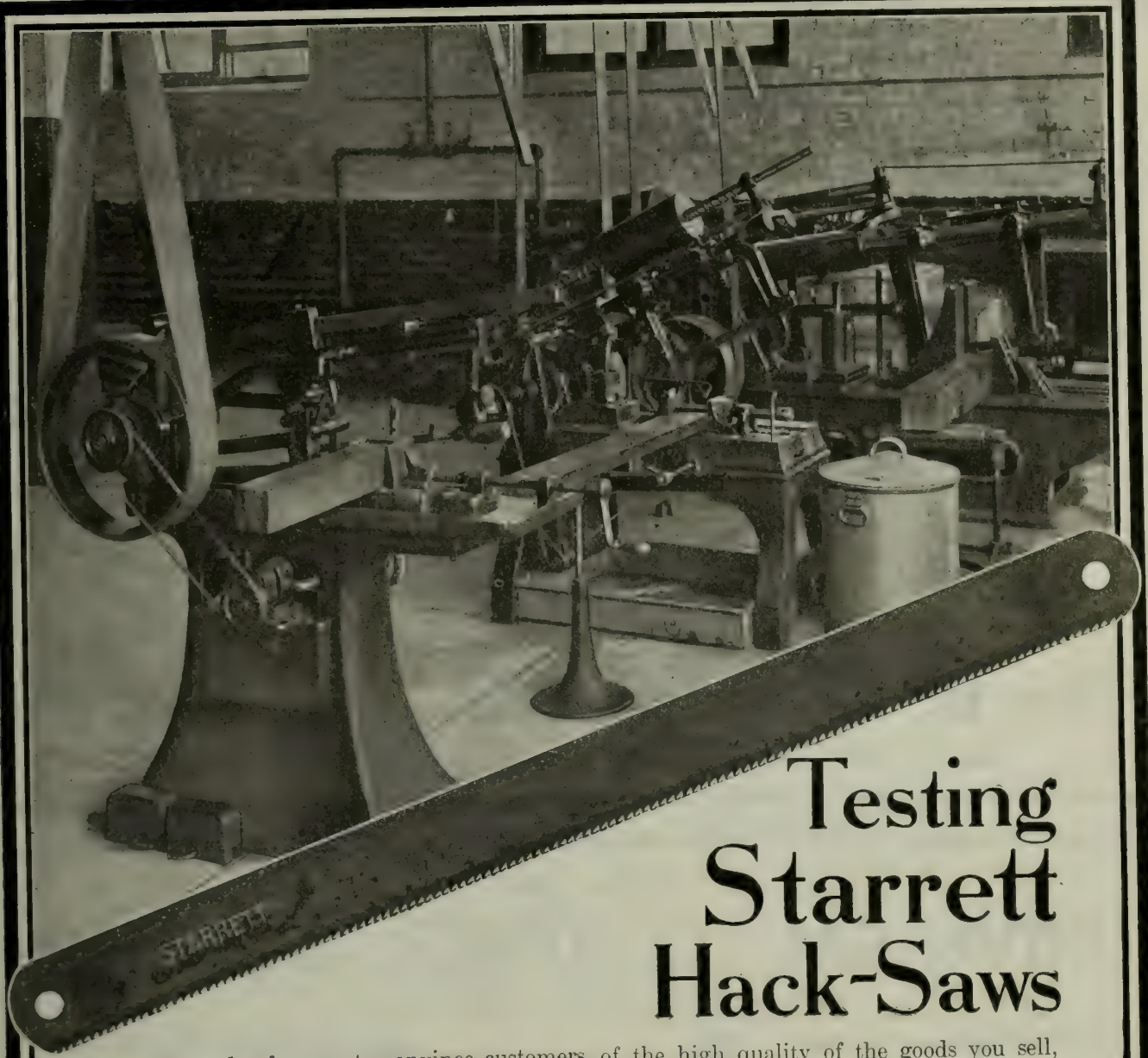
We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.



Testing Starrett Hack-Saws

In order for you to convince customers of the high quality of the goods you sell, you must first be convinced yourself. To show you how we maintain the quality that causes a tool or hack saw bearing the name "Starrett" to be accepted everywhere as Standard, we want to show you where our hack saws are tested, and to impress on you **the care that goes into making them.**

BY INVITATION MEMBER OF NEW YORK U.S.A.

This is a corner in our hack saw testing department where samples of the hack saws we make are tested. All sorts of tests are made—tests for speed, tests for endurance, tests to determine **the right number of teeth per inch** for cutting certain materials, tests to determine if the set is even so that the saw will run true—in fact, we test our hack saws for everything that could be expected of them.

Starrett hack saws are made of fine tungsten steel. The teeth are carefully milled and the blades heated by a secret process that secures uniformity. They are then quenched to the proper hardness and drawn to a temper determined by years of experience. All the facilities of our huge tool-making plant are available for tests and experiments.

Read the instructions for using hack saws as given in our catalog No. 20MA, pages 200, 201, and 202, and you will be better able to serve your customers. We will send a copy free on request.

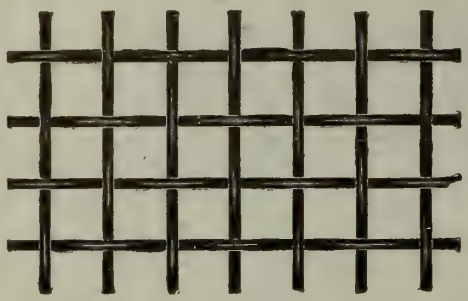
42-360

The L·S·Starrett Co·,Athol,Mass·

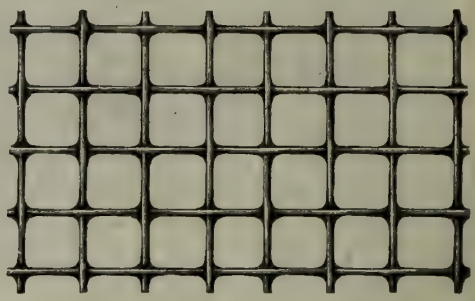
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New York London Chicago

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth



Every description of Wire Cloth and Wire Work.

Wire Rope Wire Rope Fittings

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

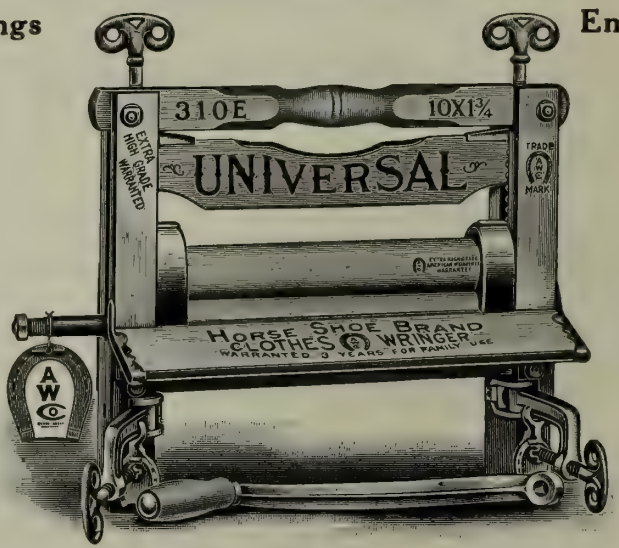
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

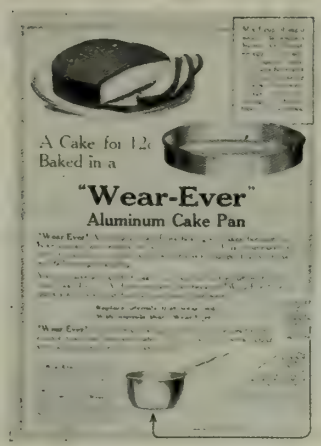
No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

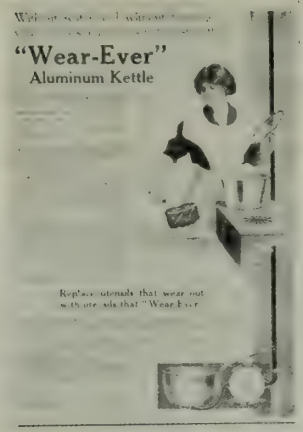
Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.







Advertisements like these make constant new users of

"Wear-Ever"
Aluminum Utensils

You should be one of the dealers to supply the demand. During March we reached 55,097,265 readers.

The dealer helps shown below reinforce the magazine advertising and complete the circle of efficient sales co-operation.

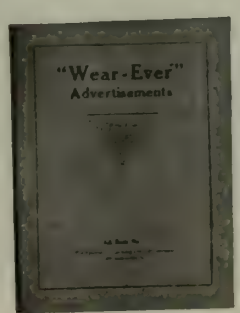
After you stock **"Wear-Ever"** Aluminum Utensils we help move it from your shelves and give you, in the bargain, satisfied customers.

We are glad to send further particulars and printed matter.

Write now.

"Wear-Ever" Utensils are made in Canada by

Northern Aluminum Co., Limited Toronto, Ont.













TO COMPLY WITH THE GOLD AND SILVER MARKING ACT

we have registered the following trade-marks:

"CATARACT SILVER CO." on all 6 dwt. and 8 dwt. Knives, Forks and Spoons in place of Supremo and Paragon, and "N.F. SILVER CO." on all 2 dwt. Knives in place of Standard Quality.

The McGlashan, Clarke Co., Limited, NIAGARA FALLS, CANADA

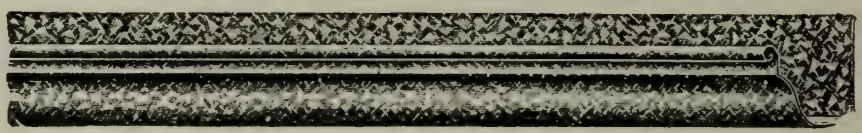
Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

Our round bead O.G. trough is very easily cleaned out, and the bead being very stiff will stand the weight of a ladder without bending or crushing.

Eavestrough, conductor pipe, elbows, ridge roll, valleys, skylights, ventilators and **Corrugated Iron.**

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

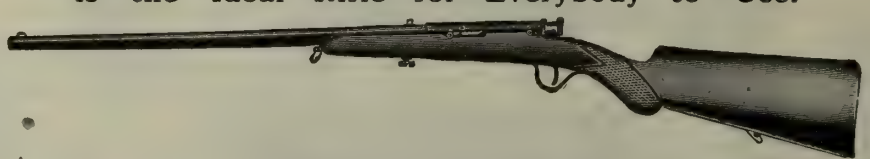


THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle for Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, .22 short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning; the only tool needed is a screw-driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) **P.O. Box 580, Montreal, Canada**

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

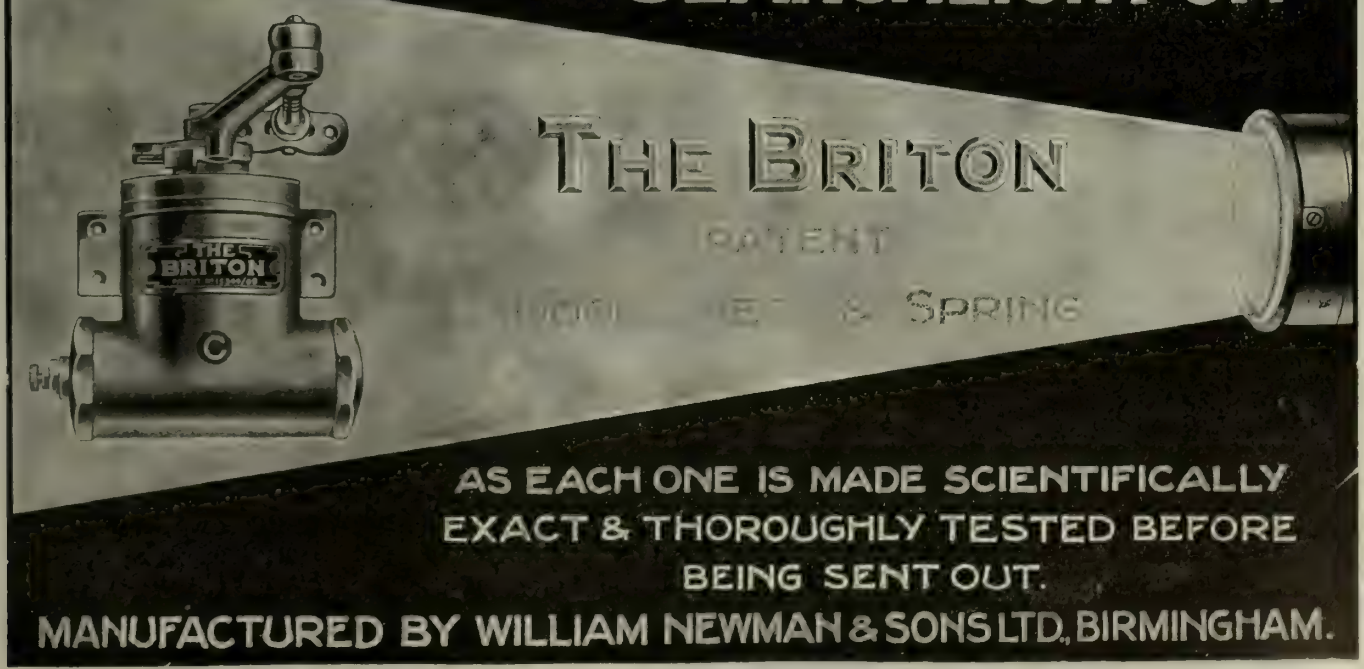
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

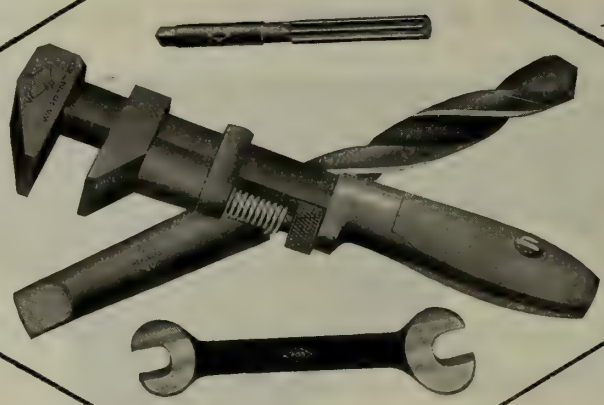
MANUFACTURED BY WILLIAM NEWMAN & SONS LTD., BIRMINGHAM.

Canadian Agents: F. D. C. Richards, 70 Lombard Street, Toronto. Tees Persse, Calgary, Alta.

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO



Wrico
ANTI-RUST

Sanitary Milking Pails

No. 914 COVERED. and No. 714 OPEN.

These Pails are made of Block Tin.
All seams and crevices flushed with solder. No lodging places for matter to collect and decay.
In using the Covered Pail, a piece of muslin or cheesecloth is stretched across the opening. Then milk the cow into the pail through the cloth.
The milk is thus strained just as soon as it emanates from the cow, and being in a covered, germ-proof pail, has no opportunity to become contaminated.
These Pails are 14-qt. capacity.
Ears are strapped on, as well as being riveted and soldered.

E. T. WRIGHT CO., Ltd., Hamilton, Can.



CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

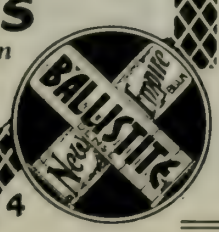
Best Shooters

at the traps and in the field are shooting shells loaded with

BALLISTITE DENSE AND New Empire BULK Smokeless Powders

You can get them in any shell loaded in Canada. INSIST !





This Advertisement

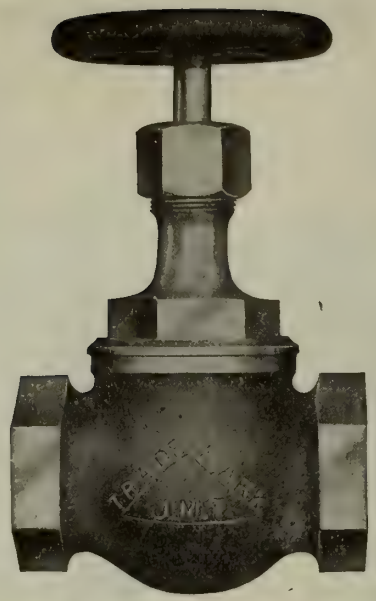
is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

You should stock them at once, because our consumer advertising is certain to cause a growing demand.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chambers of Commerce
WINNIPEG



Morrison Brass Valves

MORRISON Valves make a reputation for the man who sells them. The same reputation for giving satisfaction which they themselves have maintained now for upwards of twenty-five years. We manufacture valves of different types for every conceivable purpose. Each type of valve is the result of long and painstaking study of requirements and skilful design. Each individual valve is the best that good materials and workmanship can produce and is sold with an absolute guarantee that it is RIGHT. All the dealer needs to know about valves is Morrison—all he has to look for is J.M.T. (*James Morrison, Toronto,*) in a triangle.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. West

TORONTO - CANADA

TRADE MARK J.M.T. REGISTERED

Builders Favor *Rogers' Portland Cement*

¶ Amongst experienced builders there is a strong sentiment in favor of Rogers' Cement. They agree that its smooth, even set, and everlasting hardness are unequalled by any other building material.

¶ There are many builders in your district who buy Rogers' Cement, and many more who would buy it if they could get it near at hand. This business can easily be yours if you handle Rogers' Cement. A small stock only is necessary. Write to-day for agency terms.

ALFRED ROGERS, Limited

28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Managers

WINNIPEG, MAN.

Bakers, Casseroles and Pie Plates

with Fire-Proof White Linings

are becoming more popular daily. The goods shown are recent additions to our line, made to meet the increasing demand.



Made in Nickel Silver and Britannia Metal and bearing the Trade-Mark of

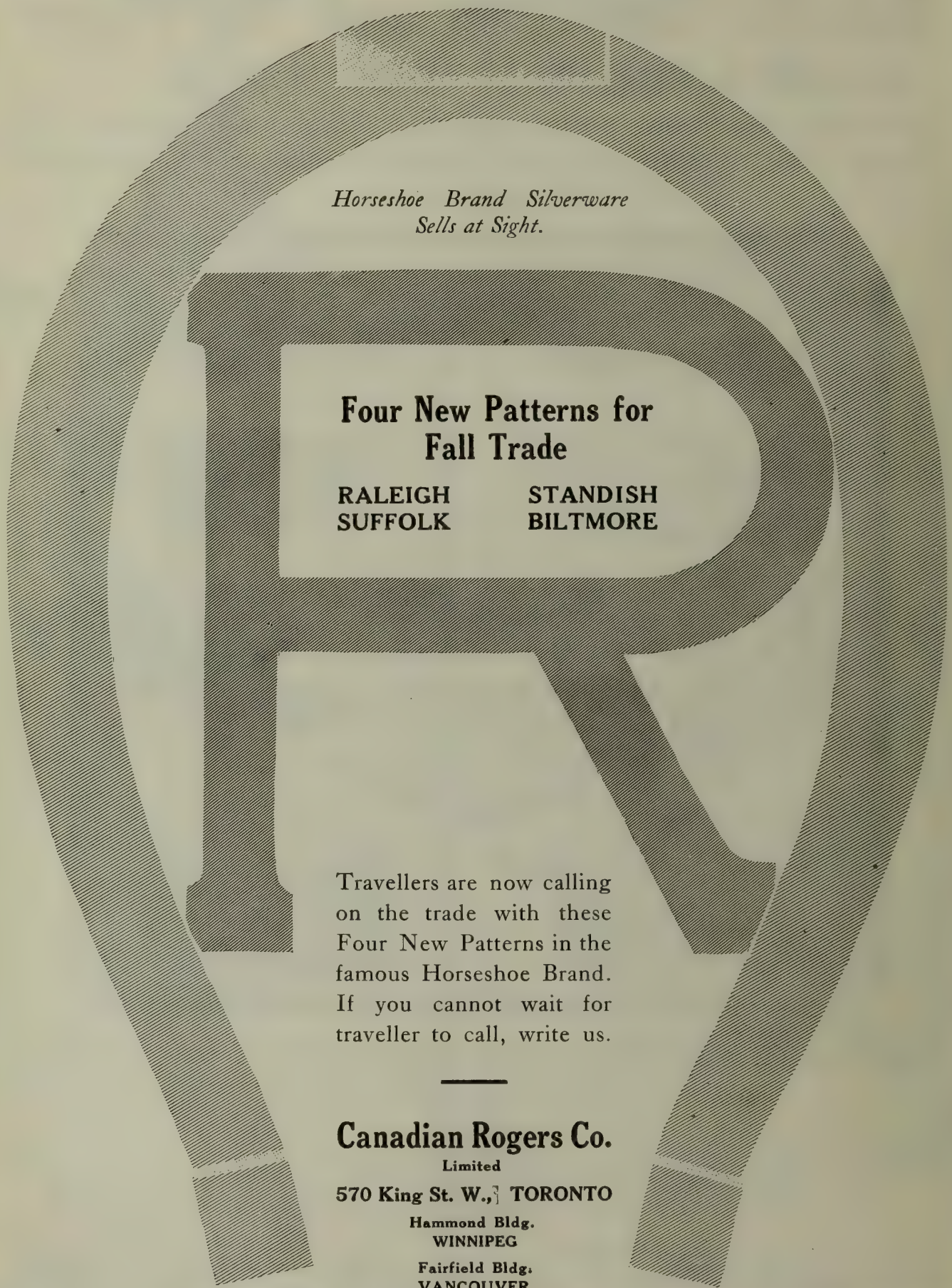
Prices ?

STANDARD SILVER CO'Y. TORONTO. CANADA.

Write !

Standard Silver Company of Toronto, Ltd.

Horseshoe Brand Silverware
Sells at Sight.



Four New Patterns for Fall Trade

RALEIGH **STANDISH**
SUFFOLK **BILTMORE**

Travellers are now calling on the trade with these Four New Patterns in the famous Horseshoe Brand. If you cannot wait for traveller to call, write us.

Canadian Rogers Co.
Limited
570 King St. W., } **TORONTO**
Hammond Bldg.
WINNIPEG
Fairfield Bldg.
VANCOUVER

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, AUGUST 1, 1914. No. 31

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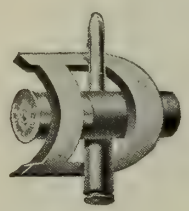
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What are you doing with your stock?

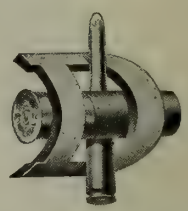
This is a slack season

Start a Gun Club in your district and make an all-year-round outlet for



DOMINION AMMUNITION

AND SHOOTERS' SUPPLIES



This is good business. It means regular sales, new customers and good profit.

WRITE US FOR FULLER PARTICULARS.

Dominion Cartridge Company, Limited - Montreal



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized
This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



Charcoal Tinplates

High-grade genuine Charcoal Plates
Tissue Packed

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI. AUGUST 1, 1914 No. 31

Catering to the Automobile Owner

Specialties Are Not Immune from the Encroachments of Age—Auto Accessories, Garages, etc., Offer Splendid Opportunity for Hardwaremen—Interior Garage Fittings Line.

IT is a well recognized fact among hardware dealers that the specialty lines spell the profit that once was to be found in the present-day staples. The latter were once what we now call specialty lines, even though the very name was unheard of until recent years. Large profits attracted competition to the manufacture, wholesale distribution and retail sale of them, so that in the fullness of time they degenerated into the staples of to-day.

So it has always been; so it will always be. The new lines of to-day that possess real merit will eventually become the staples of to-morrow and will be handled by all those who can by any chance add the article or the agency to their stock. It is while the new lines are comparatively new—well enough known so as to make selling easy but not so well known as to have attracted a host of middle-men—that they offer the greatest inducement. Such lines, while unhampered by competition, offer a juicy profit that is bound to disappear as the enervating influences of keen competition and price cutting makes itself felt. While it is new the manufacturer is anxious to introduce it to the public, and he will co-operate to a great extent with the retailer.

It is very important that the retailer pluck the fruit at the proper time.

The milk in the cocoanut in this particular case is the cheap metal garage and the accessories that go into both it and the more substantial one of brick and stone, to say nothing of the auto accessories that follow in their wake.

This line is so comparatively new as to be included in the list of specialties; it has come to stay, but in time to come it will be so well established as an adjunct of the hardware trade that it may be the "nails" of 1920. The cream of the trade is to be had now and the far-seeing hardware dealer will get a skimmer and go to skimming it while the skimming is good. In a few years' time he will probably require an expensive separator to get any of the butter-fat out of it. Some difference between skimmers and separators! In addition, the very dullness that some business men complain of should be their greatest inducement to throw out an anchor to leeward by the means of a new, quick-selling and profitable line.

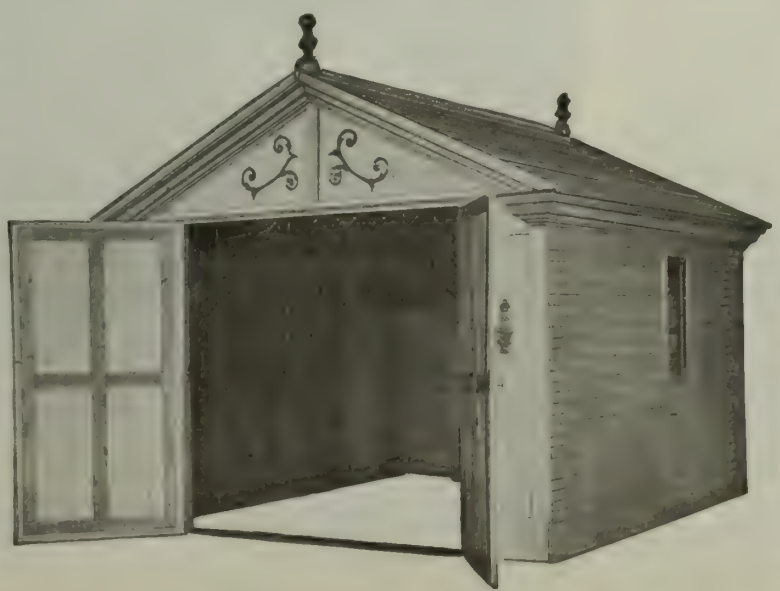
The biggest item of the stock is, of course, the garage itself. Fortunately, however, it may be sold from the catalogue. The construction is of so simple a nature that a few photographs and a sample of its material will usually suffice to demonstrate with. The retail price runs from ninety to one hundred and fifty dollars. The garage is made of galvanized iron in small portable units, and can be set up by two men in three hours' time.

The list of accessories and trimmings that can be sold as part of a live follow-up campaign is almost interminable. The amount of the sale of such articles depends entirely upon the aggressiveness of the dealer and the degree of luxury that the garage owner is willing to pay for. Practically speaking, this style of garage in its naked state will fill all requirements, but the owner is usually willing to improve on it to the extent of adding a few luxuries.

The first and natural thing to do is to paint it, a fact that offers the opening wedge in the succeeding sales. For protection against cold an inside layer of tile is necessary or else the use of some non-freezing compound in the car itself. For floor construction, cement is required.

From this point on, the list of fittings, etc., may be equally well applied to the case of the more substantial brick or concrete garage. They include dripping pans, tools of all kinds, lubricants, gasoline, wall hangers for gasoline and oil cans, door bolts, locks, and electrical lighting fixtures of all kinds. If running water is at hand, taps and valves, common garden hose, hanging and rotating brushes, and a host of other cleaning devices should find a ready sale. In addition, the more ambitious owner is frequently a purchaser of self-measuring storage tanks, direct heaters and other paraphernalia. Although the garage is fireproof, the car and other contents are very inflammable and a ready sale is

(Continued on page 55.)



Type of tasty, portable metal garage.

A Window Display Worth Studying

An Attractive Display Arranged With Comparatively Small Expense—Less Than Ten Dollars Worth of Fixtures in the Whole —New Ideas in Fixtures—Arrangement of Display.

THE window shown is the front of the new sporting goods store of R. & W. Kerr, St. Catherine St., Montreal—one of the leading houses for sporting paraphernalia in the country. At first glance at the window one would be inclined to say that there is nothing in the way of outstanding features about it—at first glance there isn't. It is a window that is worth while studying; it is not a display of goods for any particular sport, but a miscellaneous showing of summer lines—one of those windows which are more difficult to arrange than they appear and which are necessary at certain seasons when there is no one particular sport which is attracting the attention of those who indulge in athletics, outdoor or indoor.

This window display is one that should appeal rather to the store with a sports goods department where only occasional displays of sporting goods can be made than to the establishment where there is a continual window showing of such goods. It not only includes a general line of sporting paraphernalia for a time of the year when many outdoor sports are flourishing and when vacations are in order—but the important thing is that the display is arranged with comparatively small expense. The manager of the store made the statement that there was not ten dollars worth of fixtures in the whole display, and a study of them reveals the fact that there is practically nothing of vital importance for a display of this kind that could not be made by anybody with a speaking acquaintance with tools and little knowledge of their use.

The lattice work on which the tennis racquets are arranged is a simple arrangement of cord suspended from the top of the window while the racquets at the sides are on three arm stands which are of stained wood and anything but elaborate. The fishing poles stand in frames formed of two pieces of stained wood through which holes have been bored, and the background is a frame of similar material with notches and rods which can be adjusted to suit any kind of display.

New Idea In Fixtures.

Outstanding in this window in the way of fixtures are the rods at the corners upon which the small array of miscellaneous articles is arranged. These rods are permanent and nickel-plated, with a mirror background. They run right to the top of the window and are pierced every two inches and adjustable bolts are fitted into the holes. Thus small articles may be attached to the rods themselves and shown in the front conners of the window or shelves or light metal rods can be run right across the window for the showing of small articles which it may be desired to bring into close range. These fixtures have been found very useful and convenient.

In this window practically every line of summer sport is represented—baseball, golf, tennis, bathing, fishing, canoeing, etc. There is the equipment which is usually required and there are many articles which are very convenient on the summer outing—alcohol stoves, thermos and seltzer bottles, compasses, watches, camp cutlery, knives, etc. It is a display which cannot fail to attract the attention of the vacationist and there are few things he will require or desire in the sporting line which he will not find in the window.

The Kerr Company makes a specialty of outfitting sporting and athletic organizations, and not only do they supply uniforms, skates, footballs, baseballs and such goods for the clubs which appear before the public, but they have recently been doing an extensive business in equipping tennis grounds and gold links. This has been found to be good business; not only is there a good profit in setting up the back nets and supplying the other equipment for a tennis court or in installing the fixtures necessary for the links, but this leads to individual orders from the members. It has been found, too, that the installation of the highest class of equipment for a number of the best clubs and associations throughout the province has given the firm a reputation which brings them orders from a big radius, and establishes the house as an authority in these matters.



An exceptionally well arranged display of miscellaneous sporting goods in R. & W. Kerr's, Montreal.

The Best Window Trim I Ever Had

Unique Idea in Window Display — Stovepipe and Glass-Made Window Fixtures—Variety of Articles Offered Without Crowding —Each Article Had its Individual Pedestal and Shelf.

An authorized interview by a Hardware and Metal representative with H. C. Pattinson, Mgr. of The Clarke Hardware of Niagara Falls North, Ont.

THE best window trim that I ever had was one that I ran last Christmas, and that there will be a replica of it in this store next Christmas I have quite decided upon.

I should like to be able to claim the honor of originating the plan of it, but as I have sworn to give Hardware and Metal the truth, the whole truth, and nothing but the truth, I must confess that it was done by a professional window trimmer, that I engaged for the occasion. I had heard that he was very good, so I thought that I had best profit by his knowledge, even though he should absorb the glory.

The window showed varieties of household furnishings, etc., that would tend to show up to greatest advantage in direct and cheerful contrast with a bleak reminder of winter that was embodied in the two large paintings that occupied the background.

The latter were especially rented for the occasion, and were really excellent paintings, that showed typical winter scenes, such as a farmer on a load of cordwood driving up to his little home, that was all but covered up by the drifting snow, and the bright lights of which seemed to hint at the cheerful meal within. We played up this line of thought in the display, which embraced cutlery, etc.

The mainstay of the trim was the novel manner of the way in which the goods were shown. The plan was this: the floor was covered with cheese cloth, and at intervals over its surface were set pedestals, that consisted of red paper covered lengths of stove pipe, capped by sheets of window glass. All lengths of pipe and all sizes of glass were used. Each pedestal held its own individual exhibit.

There were casseroles, carving sets, coffee percolators, berry spoons, sugar shells, silver knives and forks, cutlery displays, game sets, shears and safety razors. Last, but not least, came carpet sweepers and dustless mops, which sold wonderfully well for Christmas presents.

Hockey sticks and skates were on the floor between the pillars and sleds at the rear. The short pedestals were in front and the tall ones placed well back.

The whole was trimmed in smilax and touched up with Xmas cards and it certainly was pretty—so pretty, in fact, that my opposition's wife hunted me up to tell me that it was the prettiest window she had ever seen, a statement that I heartily concurred in.

The whole effect was simply gorgeous, particularly at night, when our three two-hundred-and-fifty watt lamps lit up the whole interior of the window, so that what with the reflections in the glass and the sheen of the cutlery it looked like a hardware fairyland. The combination of bright steel and glass, of red tissue paper and green smilax made a combination of color that in conjunction with the shifting lights and reflections, attracted and held the eye. It was a picture that made a man think of Xmas trees, plum puddings and roast beef, and made him wild to take part of the cheer home with him.

Those lights themselves are worthy of separate mention. They are of special design for window lighting purposes and answer the purpose admirably.

I ran an ad in connection with the window for two weeks before and after Xmas, and my sales of the exhibited and advertised articles were amazing. They stood out over the sales of other articles that were fully as suitable for Xmas presents but that had not been pushed.

I consider that it paid me to go outside of my own store for display ideas when by so doing I received such a material benefit. It only goes to show that the man who buries his nose in his grouch and refuses to take pointers from the other fellows, will pass up the new ideas that are slipping by, when it is too late, he wakes up to find that the train is gone.

PRUDENCE AND ADVERTISING.

The thoughtful man thinks ahead. The prudent man profits by his ability to forecast the future as well as to scrutinize the present. One of the most prominent advertisers in the country says he makes it a rule to increase his advertising appropriation whenever business slackens and he doubles and trebles it in times of severe business depression. This is his logical conclusion: "The new customers that I get when times are hard, I always keep when times become good. They come to me largely from those who lose them because they fail to continue their publicity campaigns. A business depression in this country never lasts long and it is always seed-time for me. The harvest follows when prosperity returns." It is a wise man who knows his own business better than the other man does.—Leslie's Weekly.

SLOVENLY MINDS.

Minds, like shelves, need occasional brushings and sweepings else they become the harborer of things mouldy and useless. Slovenly minds are more deadly in their injurious effects than mere clothes or other things physical or artificial can ever be. The latter at worst are only the outward and visible signs of an inward and mental rottenness that follows the slovenly mind.



A snapshot taken during the progress of the recent disastrous fire which destroyed the large and splendidly equipped hardware store of the Manville Hardware Co., Ltd., Prince Albert, Sask.

HARDWARE AND METAL

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SUPERVISION OF FURNACE INSTBLLATIONS.

HARDWARE and Metal has received a letter from a well-known traveler who represents one of Canada's leading furnace and stove manufacturers. The traveler writes to tell us he was very much interested in the article "Adequate Supervision of Furnace Installation" which appeared on page 35 of the July 18 issue. A portion of the letter is here appended: "I am very much interested in this matter and very much agree with the statements made in your article. The manner in which some hot air jobs are thrown in is a disgrace.

"In many cases price appears to be the only consideration. Until such time as we can secure inspection of this line of heating we can expect nothing other than the poorest class of work. At present the furnace is nearly always blamed for defects due to improper installation. I hope to see the time when all warm air furnace work will be inspected by competent men. Then and then only can the best firms compete on a fair basis. I have been in the business nearly all my life and during my many years on the road I have found that nearly all complaints regarding hot air furnaces are caused through the ignorance of would-be mechanics. I hope through your paper we will effect something in the form of protection in the near future." The traveller expresses the views of many men engaged in the furnace trade. It is indeed unfortunate that many furnaces made by reputable manufacturers are condemned, when the so-called mechanic who installed the furnace is entirely to blame. Supervision of furnace installations by competent officials would help in a large measure to eradicate the many unfair criticisms of furnaces which we now hear. Hardware and Metal would like to secure expressions of opinion regarding present conditions in the furnace trade and how they could be improved.

CONFLAGRATIONS.

RECENT conflagrations in Canada and the United States have been striking examples of the destruction and misery which so often follows the visit of a fire among buildings constructed and roofed with inflammable materials. It is well-known that the fire loss in Canada is particularly heavy, probably the greatest per capita of any country in the world. This condition of affairs should not exist in a country such as ours, particularly in view of the fact that the country is being rapidly developed and new buildings are being erected in countless numbers and such splendid opportunities for fireproofing the buildings exist. It is just a question whether or not Canadian hardware merchants in supplying a large portion of the material for new buildings, have been pointing out to customers and builders the advisability of using fireproof products when possible. During recent years many meritable fire-resisting building materials have been placed on the Canadian market. The hardwareman who has due regard for the value of life and property should do all in his power to induce his customers to purchase fire-resisting building materials and preventives. Another person who is to blame in many instances is the architect—not the architect who plans modern fire-proof buildings and sees that his plans are followed out—but the man who works on a smaller scale, and who is responsible for the construction of many of the smaller buildings we see on every hand, composed and equipped with materials which in case of fire are easily ignited. This class of architect is to be found in every city. He is often careless regarding the materials used in the construction of buildings and it is unfortunate that many people who are erecting houses and other buildings to-day place altogether too much faith in the judgment of architects who through ignorance or carelessness allow improperly constructed and dangerously inflammable buildings to pass inspection.

GUNS AND AMMUNITION

THE approach of fall makes the necessity of preparing for the fall gun and ammunition business a decided factor in the dull summer months. It is time to outline sales-plans and to buy a stock that will fit in with local needs. Reports on the prospects for game should prove the deciding factor in the choosing of stocks. The experiences of last year's sales and a tabulated report of results from the buyers of new guns and specialties should be an authoritative presage of this season's demand. As in other lines, specialties such as patent sights, hunting accessories, etc., are often more profitable than the staples. The main requirement for individual sales is a knowledge of the game sought and the country to be hunted over. From having outfitted so many hunters, the salesman should have learned the experiences of a few of them as a means of giving helpful advice to present hunter customers. It is never too early to go after the gun business. Hunters usually like to practice up for a few weeks before going out. The bird hunters are particularly keen on warming up before the season opens. This practice should be encouraged by ads., suggestions and sales. The earlier a hunter begins to buy before starting on his trip, the more things he will think of as necessary to the pleasure of the trip. Each

sale carries in it the germ of another that requires only some intelligent fertilization to mature into a reality. Each prospect, of which each salesman should have many, is a key to other prospects. Hunters begin to hob-nob at this time of the year and each one usually knows when the other fellow is going out, what he is using and what he needs. In that fact lies the hardwareman's greatest source of potential customers.

THE WAR IN EUROPE.

AS we go to press the tal kof war is on the lips of everyone. The burning question is as to whether Great Britain and the other big powers of Europe will be drawn into the embroilment. Let us hope that such will not be the case; but with the existence of the Triple Entente and the Triple Alliance it is difficult to foretell just how things will terminate.

On Tuesday, the day of the declaration of war, the stock markets of the world were thrown into a panicky condition when prices of strong securities shot downwards. This, of course, does not indicate any business depression in this country, although some Canadian securities were slaughtered, and if the powers of Europe are not mixed up in the Austria-Servia affair, we need not be very much alarmed. However, in the meantime the trade should proceed cautiously, and it would be just as well to make haste slowly until the war-dogs have again been leashed. This is no time for much speculation, and the man who plays safely will scarcely have to regret his action should the worst come to the worst—which God forbid.

While the lines which go to constitute the hardware stocks should be amongst those to be least affected in a general way by war-time conditions, at the same time such a war as now seems impending, with several or all of the great powers involved, would prove a tremendous destruction and waste of values, a world-wide disturbance of commerce, the overturning of the carefully prepared balance in Europe and the sowing of the seeds of future trouble which may mean the unsettling of the financial world indefinitely and the raising of the cost of living to unheard of heights. Already the panic in the money world has given some indication of what might be expected later in business generally.

The sweeping effect of such a war on business conditions generally predominates the outlook and is quite as serious as the interference with the world supplies which chiefly are included in the articles of human consumption.

It is not proposed here to enter into a discussion of the factors which have given rise to the trouble or to the elements which are likely to make for strife or peace in the future. Rather looking on the situation as it is and the prospects as they appear to be the business world in general is in a state of nervous anxiety. Taking the situation then as it is, there appears to be every reason to look for firmer prices, and if Canadians want to look for any bright spot in the cloud it might be that a European war would find America the only active workshop to supply the needs of foreign countries.

The influence on the hardware market in general, and particularly upon the metals, is not a direct one, as has been pointed out, but rather does the effect come through the money markets. Already we find that tin, copper and some of the others have weakened. Not because the values of these metals have not advanced with the growing seriousness of the situation, but because the stock markets have upset the financial equilibrium — higher prices may be looked for later if the war continues.

FARMING IN THE WEST.

FURTHER evidence of what the West is doing in the way of the development of mixed farming and what can be done where the facilities are supplied and encouragement given the farmers to do something else with their land than merely grow wheat and ship it to the world's market. Less than two years ago there was organized in Saskatoon, Sask., the Saskatoon Pure Milk Company, a concern which went out to organize the territory, even going so far as to grant something like $4,000 worth of Holstein cows to farmers to be paid out of the returns of the produce. The result—to-day the concern is reported to be paying between $16,000 and $18,000 per month to the farmers and to be making butter at the rate of about half a ton per day. The effect—New Zealand and other imported butter has been largely chased out of the market in the district and a carload shipment has been made to compete with the latter at Vancouver.

The managing director of a large company doing business in the West and who keeps closely in touch with conditions, after a recent trip through the West, stated as follows:

"Comparing the conditions as I found them on my first trip some three years ago, when I came to this country to establish the company in which I am interested, I have to state my surprise at the changes which have taken place. Farmers seem to stand more on their own feet. They are more economical, and are not entering into large debts by buying expensive machinery. They seem to realize that money cannot always flow to this country in abundance, and that, through the stringency of the past year and a half land concerns are better able to pick and choose their securities, and, therefore, are more particular in making loans, inasmuch as they submit to a heavier test the applications which come in. Not only the district is considered, but also the borrowers.

I noted with very much pleasure that mixed farming is making good headway, and nothing looks better to me than to see around a farmstead a herd of cattle, well-stocked styes, as well as the profitable farmyard fowl.

Let me add that this trip which I have just made has increased my confidence in the country, and I only hope that my company can keep me supplied with money to meet the good loans which are being offered continuously."

NATIONAL EXHIBITION.

THE great Canadian National Exhibition opens in Toronto on Saturday, August 29, and lasts until September 14. This event has developed into the greatest annual exhibition on the globe, and it is a great privilege—to those who have the opportunity—to attend it.

In this age we live to learn. The more we know and the better we utilize the knowledge at our command, the greater will be the pleasure derived from the work we have set out to do. Someone has stated in epigrammatic language that "the more we learn the less we know." And it is a fact sometimes that when people see the greatness of things at such an exhibition as the Canadian National, they realize the smallness of the local sphere around which things have been revolving for them.

Hardware and Metal urge as many members of the trade in Canada as possible to attend this exhibition. The exhibits by manufacturers of goods the trade handle will alone be worth a great deal. If, therefore, holidays have not yet been had, it would be a profitable outing to attend the Canadian National Exhibition this year.



What Other Hardwaremen Do

New Adjustable Display Counter—Combining Advertising With Soliciting—Going After Seasonal Wants—The Study of Local Needs and Catering to Popular Prejudice — New Store on Efficiency Lines.

DISPLAY COUNTER.

Tourtellot Hardware Co., Ltd., wholesale and retail merchants, Port Arthur, Ont., have recently built and installed in their own store a very effective display counter, which has been so successful in attracting custom; they have decided to manufacture a supply of them for the trade. The surface is divided into compartments, which are adjustable to any size, and are used for displaying small articles, retailing from five to twenty-five cents, and are ticketed.

The front of the counter is divided into pigeon holes, and used for brushes, clothes lines, etc., the prices ranging from 25c to $1. These counters are placed near the front door of the store, and every person coming in looks it over and many find something there that they require. Customers buying paint often go to this counter to choose a brush, which if not displayed might be forgotten.

EMPTY BOTTLES

Magee's "The Lucky Hardware," 191 Danforth Avenue, Toronto, have a simple method for securing empty bottles. Every hardware man knows how difficult it is at times to secure empty pint or quart bottles, which may be used for sending out small quantities of turpentine, linseed oil, etc. The Toronto firm has overcome the difficulty by securing a large number of hardwood 12-inch rules. The stock of bottles runs low, a card is hung in the window making the following offer: "We will give a hardwood ruler to every child bringing in an empty pint or quart bottle."

Mr. Magee stated to a representative of Hardware and Metal that every time he placed the sign in the window he secured large numbers of bottle in a very short space of time. Each child takes home a ruler bearing "Magee's" advertisement, and Magee secures a large supply of empty bottles at absolutely no cost, because he makes a charge for each bottle when he sends it to a customer.

SELLING BICYCLES.

Having an interest in a local brickyard has helped W. S. Piper, hardware merchant, Fort William, Ont., to increase his business in hardware. While getting the order for the brick required on a new building, they find it easier to get the order for lime and cement and other requirements in the builders' hardware line. They also sell wood mantels, and naturally are also able to fill the demand for fireirons and companion sets, etc. The firm carry brass goods and a very extensive choice line. They carry British bicycles, which they can get sent over, knocked down cheaper than they can be bought in America. There are so many British people in and around Fort William, the demand for this cycle is very good. This was somewhat of a venture last year, when three dozen were sold. They come across after having once been assembled, and any one of the boys in the office can put them together again. They sell for about $35.

In some parts of Canada, where there are colonies of Swedes and Finns employed cutting ties and pulpwood, there is a considerable demand for a four-foot buck saw, made by a Swedish manufacturer.

FRUIT SEASON.

During recent years the retail hardware trade has been making a strong bid for business in "Fruit Season Wants." Cowan's Colossal Hardware, London, is one of the latest firms to go extensively into this line. The firm recently gave a demonstration of wax for sealing fruit jars, jelly glasses, pickle bottles, etc. At the same time such lines as preserving kettles, fruit spoons, strainers, etc., were featured.

May Brothers, of West Toronto, have for some years past been handling fruit season supplies, and have gone into the line to such an extent that fruit jars, bottles, rubber rings, etc., are carried in addition to a large range of enamelware, aluminumware, etc.

INTRODUCING NOVEL FEATURES.

Carter Bros., Picton, Ont., have started the remodeling of their hardware store. It is expected that when completed the store will be strictly up-to-date. Many novel features will be introduced. The store front will be modeled after different lines from anything at present in town, and will be one of the handsomest in Picton. The present pavement to street line will be removed and heavy plate glass established, thereby adding 90 square feet to the capacity of the basement, at the same time lighting it with splendid effect. Not an inch of show window space will be lost. The entrance will be very spacious, containing two doors, one on each side of plate glass panels that will reach from floor to ceiling. Built between these panels will be a large clock nine feet in height, with dial in proportion. Fifteen inches below the dial there will be a bevel plate glass inserted back, of which the weather probabilities will be shown every day; and lower down will be another beveled plate, which will be used for advertising cards. The ceiling of the interior will be very rich, the beams being finished in cathedral oak, and the flat surface in flat tone ivory. There will be spacious office accommodation provided, with a fire-proof vault.

A ladies' rest room will also be one of the features of the remodeled store. It is expected that the work will be completed in about one month's time.

All Available Display Space Used to Advantage

St. Catharines Store Has a Large Display of Stock in a Comparatively Small Space — Wall Racks for Showing Bicycles — Store Well Lighted Artificially—All-Round Efficiency.

THE accompanying photograph shows the well-kept interior of the Gilmore Sporting Goods Company's store at St. Catharines, Ont.

As will be noticed, the ceiling and walls are in contrasting colors to such good purpose that the reflected light from the light colored ceiling shows up in good contrast the tasty displays arranged along the dark walls.

Commencing with the well-arranged silent salesman in the left foreground, a pictorial tour of the store will reveal an unusually nice arrangement of goods. The well-kept shelves are, in spite of the nice arrangement of their goods, about the nearest to the commonplace of any display in the store. Considerable individuality and careful thought is evident in the unique arrangement of most lines. The bicycle tires, usually a clumsy display object, are here shown on arms in such a manner that the different sizes and makes may be seen at a glance, and removed in a moment. The methodical arrangement of the streamers shows that this store is keeping well abreast of the times in its use of this popular article. The phonograph, not usually carried by sporting goods or hardware dealers, is here shown silhouetted against a window. Even though it is in the rear of the store, no one can fail to see it from the moment of entrance. A better scheme of calling attention to the presence of this article in a natural way could not be devised. It will be noticed that inasfar as good arrangement will allow, every inch of available floor space is used to advantage. The small and compact office on the left is no exception to this rule. The numerous attractive lights are another unusual feature of this store that many others would do well to emulate.

No better scheme could be devised for the display of wagons and bicycles; occupying the minimum of space, they are here seen to the best advantage. The bicycles, of course, are hung on clips. The baby carriages show samples of every variety carried in stock, as do most of the other lines.

The window from which this picture was taken, is an unusually good one, well in keeping with the store itself.



Interior view of the neatly arranged store of the Gilmore Sporting Goods Co., St. Catharines, Ont.

Selling Furniture in a Hardware Store

Manager of the Furniture Department in the Store of W. S. Piper, Fort William, Believes Hardware and Furniture to be a Splendid Combination—Knowledge of Fashions Essential.

Written for Hardware Metal by David Christie, Fort William, Ont.

MANY hardware merchants are handling furniture, or have considered it, particulaly in Western Canada. This article is intended chiefly for those who are a little in doubt as to which lines to work along. The size of the town should first be considered, and the class of people to whom you will cater. Stock should be bought accordingly, and should primarily consist of kitchen, dinning-room, and bedroom furniture.

Take a new town in the West. It will usually consist of people who will require at the start medium grade and cheap furniture, with practically nothing of a high-class grade. The harwareman must not rest at that. Supposing his goods move slowly at first. He must get next to the business. He must either hire a man who understands it, or prepare to learn it himself. If he does not take care to study the people's needs, he can rest assured that, when the town grows, a furniture man will come along and secure his business.

It is important that a man handling furniture should inspire confidence in his customers, and get them to feel that he can speak with authority on what is fashionable. It will help considerably if he can secure a man who is acquainted with both hardware and furniture, so that when the latter business grows to proportions, the clerk will be able to take charge. Such men, however, are difficult to secure. I myself am a furniture man, but am learning the hardware end, believing this to be a splendid combination.

Then the business must make progress. After several years the turnover must not be the same as it was when this line was first carried. Naturally, as the Western town grows, the demand will grow, and inquiries will gradually come in for better furniture. More people in a town mean better goods. I have seen furniture men fall down because they would not cater to this better class trade. Somebody came in who saw the possibilities and secured the high-class trade.

Shop-Soiled Goods.

One of the disadvantages of not having a special clerk to look after this department is that shop-soiled goods accumulate faster. Such goods you can only sell at a reduction, whereas the majority of hardware lines can be kept in stock for years without depreciating. Co-operation between the two departments becomes easy when you have a man who can handle both sides efficiently.

Clerks on the hardware side of the store should have their eyes open for people buying utensils, say. If he is a live man, he will find out whether the customer is a new arrival in town and starting up house. Having secured this information, it is easy to touch on the question of furniture. The advantage of a furniture-

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Furniture Department of the hardware store of W. S. Piper, Ft. William, Ont.

Press Opinions on the Postmaster-General and His Recent Conduct

THE ATTEMPT of Hon. L. P. Pelletier, Postmaster-General, to ascribe political motives to the opposition to his Postal Bill and to secure the co-operation of Conservative newspapers in making political capital out of the result, was warmly condemned by the C. P. A. Convention. The attitude of the press of Canada can be judged from the following typical editorial references which have occurred during the past month and the latter part of June:—

Pelletier Tries to Fool Mail Clerks

Times, Moose Jaw, Sask.

Hon. L. P. Pelletier, the Nationalist Postmaster-General in the Borden government, is now busily engaged in the endeavor to put on the shoulders of Liberal Senators the blame of his own failure to increase the wages paid to railway clerks and certain other post office employees. Having double-crossed these civil servants, Mr. Pelletier is now trying to "get from under."

At the recent session, the Postmaster-General introduced a certain piece of legislation which may roughly be said to be in two parts. One provided for wage increases for railway mail clerks and other employees; the other gave arbitrary power to the Postmaster-General to fix whatever rates he pleased on newspapers and other second-class mail matter.

Immediate exception was taken to this latter part of the Bill. Newspaper publishers, in particular, objected to a plan which would completely reverse the former practice and allow the Postmaster-General to exercise arbitrarily his own sweet will as to the postal rates which should be charged. The provision came in for much criticism in the Senate. Eventually, an amendment was made to the measure in the Upper House. Mr. Pelletier refused to accept the Senate proposal and killed the Bill.

But the Senate amendment had nothing to do with the matter of the wages to be paid mail clerks and other employees. The Liberals in the Upper House were ready that the provisions giving increased pay to these post office workers should become law. They offered no amendment whatever to the provisions relating to wages.

If Mr. Pelletier had been sincere in his professions of desire to obtain better pay for postal employees it would have been an easy matter to have allowed the legislation to pass without the sections relating to control of postal rates, but with the other sections providing for increased wages for the clerks. But that was not Mr. Pelletier's game. The provisions as to wages were placed in the Bill simply and solely for the purpose of helping the Postmaster-General obtain the arbitrary power which he sought for himself. It wasn't the postal authorities whom Mr. Pelletier had in mind when he framed the Bill, but the interests of L. P. Pelletier and some of his political friends.

He played an insincere game with the mail clerks and now seeks to fool them again by a hypocritical mis-statement of the case as it is.

Spite

Times, North Bay, Ont.

The Postmaster-General has announced his intention of advancing the newspaper postal rates to an extent which we fear will put some papers entirely out of business. This arbitrary proposition is thought by many to be a bit of spite on the part of the P. M. G. against the press for the influence brought to bear against his attempt to have an Act passed to give him absolute control in postal rates. Why should a man seek for control of such an important piece of business. It looks like a piece of high-handed work and should be put down without a dissenting voice of the whole nation.

The Senate a Useful Institution

Economist, Markham, Ont.

The Senate recently amended and thus practically rejected another Government measure which has won for it the approval of the Press of Canada, irrespective of party lines. The Bill in question was one from the Post Office Department, dealing with matters of routine including an increase of salaries for some clerks. There was no objection to most of the clauses but when the Bill was well advanced in the House of Commons it was discovered that it contained a section which gave the Postmaster General a new, and, many members thought, a dangerous power. The postal rate on newspapers is fixed by Parliament. The Bill proposed that hereafter the *rates should be fixed* by the *Postmaster-General.* This was giving to one man an arbitrary power, a practice which does not accord with democratic Government, and the press of Canada are indebted to the Senate for refusing to approve of this part of the Bill. The Senate in this case has certainly well served the purpose for which it was created, to check hasty and ill-considered legislation.

Mr. Pelletier and the Mail Clerks

Montreal *Herald-Telegraph,* June 17.

The fourteen hundred mail clerks who are disappointed at not receiving the salary increases which they have been expecting have to thank the Postmaster-General and nobody else for what has happened. Mr. Pelletier simply used the mail clerks as a cats-paw for something else—and failed. He tied up their proposed salary increases with a proposal to grant to himself the arbitrary power to fix postal rates on second-class matter. In other words, he wanted to act as a Czar empowered to dictate to all publishers the terms on which they should distribute their products, and thus he tried to use a personal appeal for underpaid workers as the means of passing a Postal Bill principally designed to appropriate to himself powers that rightly rest with Parliament. That he failed in his object is not the result of any political intriguing, but of the widespread opposition of the publishing interests, irrespective of party. If Mr. Pelletier had been a real friend of the mail clerks, he would not have made their salary question contingent upon the success or otherwise of his own ambitious projects.

A Would-be Autocrat

Calgary *Herald,* July 7.

The Postmaster-General of Canada is evidently determined to revenge himself upon the publishers of the country, and incidentally upon the reading public for the defeat of his Bill by the Senate. He had issued a circular in which, by force of illegitimate interpretation of the present Postal Act, he proposes to increase the postage on newspapers from 100 to 800 per cent., the smaller dailies being the ones that would most severely feel the new rate. In addition, the Postmaster-General has dug up an old regulation of the department, dating from fifty years ago, which he says he will use to impose a charge of one cent on every copy of every newspaper delivered by postmen in the cities of the Dominion.

The Postmaster-General evinces the disposition of a tyrant in his present attitude. If anything was needed to justify the Senate in refusing to place the power of fixing newspaper postal rates in his hands it is the spirit he shows in the circular just issued. Mr. Pelletier is evidently not the man to be trusted with a power so vital to a great industry and to the public at large.

The surprising thing is that Mr. Pelletier appears to have the endorsement of the Borden Government in his remarkable position. It is probably through negligence that the administration has permitted him to go so far in this matter. Mr. Pelletier tried to shove his Bill through Parliament without giving the Press Association an opportunity to discuss its details. He falsified the position of the press to his colleagues in the House of Commons. He misrepresented the press to the Premier. It would be well for the Government to check up Mr. Pelletier and to see that the newspaper reading public is protected against his activities, otherwise the Government will have to bear the responsibility for a course of action which will be resented alike by publishers of newspapers and by the public that reads them.

This subject is one which will engage the attention of the Canadian Press Association at its meeting in Toronto during the present week.

Designed as a Threat

Halifax *Echo,* June 27.

Mr. Pelletier's announcement to-day is designed principally as a threat to show the newspaper publishers what might happen and to give him a lever in compelling a readjustment of rates according to what are his ideas of what the traffic will bear.

The Department says the new rates will not go into effect until all the publishers have been duly notified. In reality Mr. Pelletier expects that the newspaper men will ask for a conference and that some compromise will be agreed upon. It is very unlikely that he will attempt to really enforce the rates, of which he has given notice to-day.

START SOMETHING

The Tale of a Merchant Who Tried and Succeeded.

From the International Harvester Company's "Harvester World."

BUT in one of those little towns where bank presidents wear side whiskers and ship their money to New York to be loaned out on call, for fear some of it will be used to build up local industries, a family spat was in progress between a man and his wife.

"John," said she, "you are falling down this year. Your sales have been poor, and you don't seem to be putting the same vim into it that you did last."

"It isn't my sales that are poor. It's everybody's sales."

"Does everybody think so?"



Smith & Jones can do it we can't

"I should say they do. You talk to any of these bank men and they say, 'Go easy, go easy, for we don't know what will happen.' They discourage the merchant from expanding and the farmer from progressing, and our blockman tells me that it is the same all over the territory. Everyone seems to be afraid to place his orders. He says our general agent is not sending many orders to Chicago, and is getting mighty few from the dealers. I tell you that business is not going ahead. It is just marking time. Everybody says so."

"I am afraid you have lost your nerve, John."

"Lost nothing," retorted John; "I am a better salesman than I was last year. If things had been right, I'd have sold 300 spreaders this year right on my territory and I'd have been given a block next year."

"Why aren't things right?" persisted the Missus. "I cannot see what the scare is all about. Crops are better around here this year than they have been for ten years; winter wheat looks fine, it has been ideal plowing weather; the stock came through the winter in fine shape, and everybody seems to have money, so I do not see why you cannot sell your 300 spreaders this year and be made a blockman. To me everything looks all right."

"Well, everything is not all right," snapped back the Mister.

"Why isn't it?" persisted she.

"Because everybody says it isn't."

"I am afraid," she remarked sweetly, "that you have lost your nerve."

Rather than quarrel about economics, and having already made up his mind that women "never could understand," he went up town. The allusion to his nerve nettled him, and the more he thought of it the madder he got. It was true his sales had fallen down terribly, but his nerve was there all right, but the times were out of joint, and thus he argued.

But why should they be? It was as his wife said—crops looked good, farmers had money, banks were sounder than they had been for years. It seemed that the depression was only in the air and not a fact. Why couldn't someone, mused he, kick a little of the money into circulation. Why couldn't someone start something?"

Finally he went to bed, but he could not sleep. He tossed the greater part of the night and at breakfast plainly showed that he had a 40-h.p. grouch.

His wife noticed it, and after listening to several growls from him on several different subjects, she remarked: "What are you trying to do, start something?"

That was the last straw. He was dissatisfied with himself and angry with the world. Going over to his father-in-law's, who lived a block down the street, he said, "Lend me a horse and rig. I want to go into the country. I am going by myself—I want to be alone."

"What for?" asked the old man. "Farmers are not buying much these days, are they? Everybody seems to be holding on."

"All but us business makers," retorted the salesman, "and we seem to be holding off."

On the way to the country his grouch grew deeper and deeper. Passing a farm whose owner he knew, he saw the old man and his two sons pitching manure into a wagon. He had been trying to sell him a spreader for two years, and to see him this morning using the old wagon made him madder than ever. He was going by without stopping, but his ill-temper would not let him.

"Say there," he shouted, "did you ever write to the college to find how much money you wasted with every wagon load of manure you spread that way?"

"No, I did not," said the farmer; "what do they know about it?"

"Oh, they do not know anything about it except that they raise twice as much per acre as you do and they don't break their backs doing it, either."

"Well, this way suits me."

"Yes, and has sent two of your boys to the city, and the other two will go as soon as they get wise." Here he started his horse and was driving away when the old farmer called after him: "Say, how much does one of them spreaders cost?"

John debated whether he would go back or not. He was in that frame of mind where he did not care what he did or whom he offended.

"They cost this and this and this," answered he, "according to size."

"That's a lot of money," remarked the farmer.

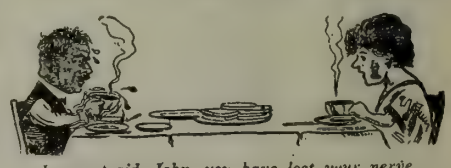
"Yes," came the curt answer, "that amount of money is worth $4.25 to you each year in the bank where you have it now, and the same investment in a spreader on a farm your size would yield you from $50 to $75 a year."

Again he started away. He had never been surly to a prospective customer before in his life, but Farmer Jones had the reputation of being an old crank and he did not care.

"Say," called the farmer again, "when could you deliver one?"

"To-morrow."

He got out of the rig and after a hot debate got a signed order. Then once



I am afraid, John, you have lost your nerve

more he started away, and was a dozen yards down the road when it suddenly dawned upon him that so far as he was concerned he had "started something." He smiled a rather sour smile; "lost my nerve, have I," and with his jaw set he turned back into the same barnyard. "If you are going to be a

good farmer," said he, "be a good farmer. I don't suppose you have a disk on this whole farm." And, to make a long story short, with the help of the two boys he sold him a disk.

All that day he traveled and even late into the night, but he was not himself. He felt rebellious, and every time he thought of his wife's remark about his nerve he boiled over inside. Every time a prospective customer, or anyone else, spoke to him about hard times, or tight money, or laying low, or going easy, he wanted to fight. He could not see any reason for poor business, so why should



The orders coming in

his customers? It irritated him. Every time his anger arose he went after a sale, and he made it.

By night he had made eleven calls—four in the morning, five in the afternoon, and two in the evening. He had made ten sales—three spreaders, four disks, one drill, one 4-h.p. engine, and one cream separator. He had never made so many calls before in one day in his life, and he had never made so many sales. That night he telephoned his wife that he would not be home, and he mailed his orders to the dealer.

The next morning he was joined by the dealer's man and they began the same way. They drove together for the week, and for another week, until it became their regular habit. He felt rebellious all the time, however, wanted to fight against the public sentiment, was still angry with himself, and wondering why somebody—some prominent person—didn't start something.

In two days he had his companion in the same frame of mind.

Back at that dealer's store from where he was traveling when their orders came in thick and fast day after day, the business-getting member of the firm said to his partner, "There must be business in the country by the way John and Ed are turning in these orders. I am some salesman myself, and I will take a crack at it out where they have not been."

He went out, and when the "go easy" argument was put up to him he laughed at it. "Why," said he, "I got more machine orders this last two weeks than ever before at this season. We are going to have big crops and you had better be prepared. The papers seem to think there is a sort of depression, but times are good around here."

Then when the blockman came and received a mass of orders for immediate delivery he was surprised.

"By golly," thought he, "things are picking up; the tide is turned."

And he went to his other dealers in his other towns and told them how things were twelve miles away and what his salesman John was doing. He showed these other dealers the orders he had received.

And they said, "What's that? If Smith & Jones can do this so can we. We are in a richer farming community than they are." And then they asked the blockman to send John to them. But he said, "John cannot get here just now, but I have three other men as good as John. Times are good, and they can get the business for you as well as he could."

He called these three men to him one by one and read a letter that John had written to him in which the latter had shown his grouch and stated that "all this talk about business depression was rot, and that the belief that farmers were not buying was bunk. "If somebody would only start something," wrote he, "business would boom."

A spirit of confidence spread over the block, and car orders began to multiply until the 1914 business made the 1913 business look insignificant for that month.

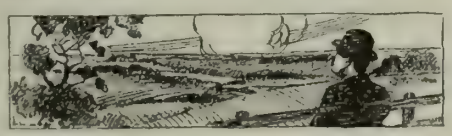
The general agent was surprised and could not understand it.

At the next meeting of the blockmen he said, "Bill, tell us how you did it."

"Did what?" said Bill.

"Send in from your block alone three times as many orders as any other block and twice as many as any two blocks combined."

"I do not know," said Bill, "except that business is picking up. I don't think the farmers out in my block were hit very hard by this tight money scare."



He could not see any reason for poor business

Then the general agent read, in detail, the record of each salesman on Bill's block and compared the dealers' orders with similar territory in other blocks.

"That means a new era has begun," said he, enthusiastically. "No more hard times for us. We are on the ground floor and we want to jump in quick."

His confidence inspired the others and soon his agency stood out like a beacon light.

The district manager, himself, spread the news thereof over his entire district, and the effect was miraculous. "Business is picking up," repeated the district manager to himself.

"We have her coming our way at last," said he to his general agents.

Like all oft-repeated statements in regard to conditions, either panicky or optimistic the opinion became unanimous.

Confidence is as contagious as fear. Everyone went out after business, and each got it because he expected it.

Orders began to flood the mails to Chicago and the large, copious man up in the north-east corner of the ninth floor got writer's cramp passing them along.

"Thank the stars," gasped he, "things are picking up."

He avalanched his enthusiasm with his orders to the superintendents, and they said, "We had better be forehanded," and they put a few more men at work in the factories.

Dinner pails multiplied, pay rolls grew, grocers prospered, and the sun shone. Up in the thickly settled part of the north-west side of Chicago a rather tired-looking woman with a baby in her arms stopped from her work long enough to speak with a neighbor on a nearby porch. Both were foreigners, and both in their home countries had been used to the outdoor life of the peasantry. "I tink," said one, "that we are to have the good times now. My man he work overtime and I have money. I soon start to take my babies to the country."

Back in the little town the bank presidents with their side whiskers were looking around for places to loan their money, anywhere, any place, to keep it busy.

About this time an animated, rather saucy little woman met a tired, but successful salesman at the gate. "John," said she, "how are your nerves these days?"

All John did was to grin. For in his own home he was afraid to "start something."

NAIVE?

I went into a store the other day just in time to hear the clerk say to the man at the other end of the wire: "No, two-forty's our very best price. No, we don't cut prices. What? Oh, well, we'll meet him then. Yes, two-twenty. Goodbye."

"Came down on your price—eh?" I asked.

"Sure," he replied in a matter-of-fact tone. "Had to, to get the order!"

Practical Problems for Sheet Metal Workers

Developing Local Vent Cone and Branch

By E. Bronson.

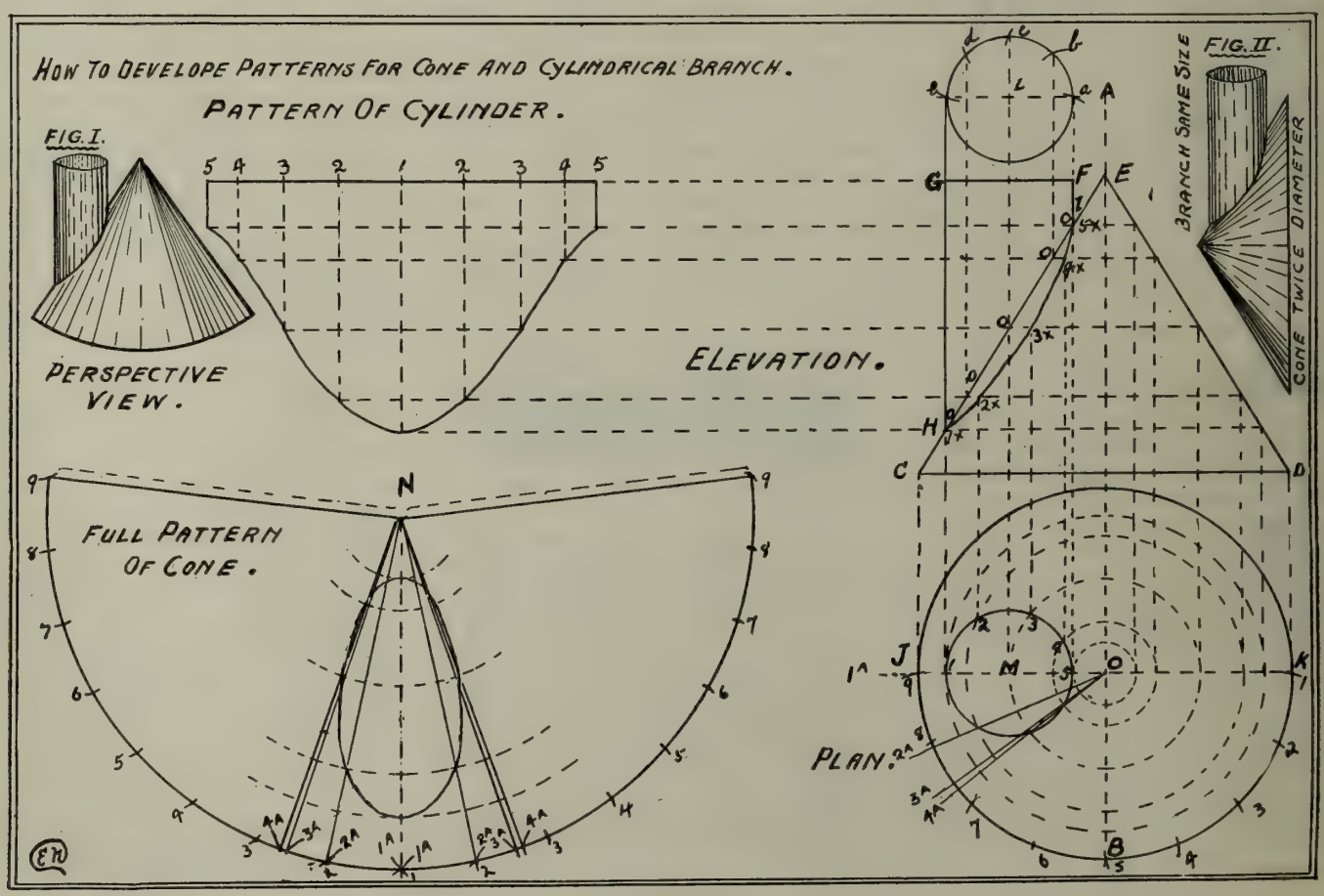
IN this article we show how to develop the cone and branch of a local vent. The method adopted is very similar to that used when developing the pattern of a branch which requires to fit a cylindrical pipe at an angle. It is such practice which gives the tinsmith or sheet metal worker actual knowledge along other lines of pattern development. Fig. 1 shows a perspective of the article to be developed. Fig. 2 shows a cone of a slightly different shape, but one which the same pattern of branch will fit, for the simple reason that the slopes are the same, except that the position of the branch is reversed, Fig. 1 being a vertical branch, while Fig. 2 has a horizontal branch; both are used for local vents, but fit various conditions.

First of all, the plan and elevation should be drawn on thick paper and measurements decided upon. These may then be transferred to the metal pattern. Draw plan and divide lower half as shown by 1, 2, 3, 4, 5, 6, 7, 8, 9. Next erect center line upward, said line being center of cone in elevation. Next describe elevations as follows: C, D, E, F, G, H, I, the points C, D, E being the outline of cone and F, G, H, I the branch. Next erect dotted lines upward from G, F and determine the center; then from center L make circle, which is plan of branch. Divide upper half of this circle with four equal parts, as shown in a, b, c, d, e. Next draw dotted line downward from a, c e to a dotted line J, K on plan, and b, d downward as far as slant line I, H on side of cone. Next draw six horizontal dotted lines as follows:—First or top line in line with G, F; second, from I, which must extend across cone and all the other dotted lines as shown until H has been reached. Next step will be to erect vertical dotted lines from points on side of cone which the vertical lines intersect. These lines are required to determine the inner circles shown in plan. Next draw the inner circles. Having done so, describe another smaller circle, making M center, which is center of branch; then mark points where larger inner circle intersects small circle as shown 5, 4, 3, 2, 1. These figures determine the stretch-out measurements required for pattern of branch, therefore the next step will be to transfer these measurements twice to the horizontal line which is extended from top line G, F as shown 5, 4, 3, 2, 1, 2, 3, 4, 5.

The next step to take will be to erect lines from the points last numbered, on a downward course until all the horizontal lines are intersected. Then by connecting the same from points where intersections take place, the pattern for branch is complete.

If it is desirable to show points of intersection where branch connects the cone, erect vertical lines from plan which has M as its center, from points marked 1, 2, 3, 4, 5 to horizontal dotted lines as shown by points marked 1x, 2x, 3x, 4x, 5x, and connect these intersections as shown by solid line.

We will now turn to the developing of pattern for cone and hole for branch.



First place the point of compass at E on elevation and open up to C; then erect vertical line as shown in full pattern of cone, making N the center. Next draw an arc as shown, then transfer the stretch-out measurements shown on plan of cone starting at center line N of arc, with 1, 2, 3, 4, 5, 6, 7, 8, 9 on both sides. This will give the proper pattern of cone; the dotted lines shown on the upper portion of pattern are allowed for lapping the seams over.

We will next describe the pattern for hole necessary for branch. Place the straight edge at center point O on plan of cone and draw straight lines from center O so said lines will cross points where circles intersect, until outer circle is intersected as shown at 1a, 2a, 3a, 4a. Transfer these measurements to the pattern of cone, beginning with 1a at vertical line where N intersects the arc and following on until all the measurements have been transferred as shown. Now place the straight edge at N and draw lines from N to points 1a, 2a and on as shown.

The next step will be to determine the proper points of intersections as described in the arcs. This is done by placing point of compass at E in elevation and opening up to the various intersections marked O on slant line E, C, which will determine the proper points of intersection which is necessary to develop the pattern of hole. Having now transferred the various O measurements, trace a solid line as shown from points where arc intersects the lines drawn from N to 1a and 2a, etc.

This completes the two patterns.



WESTERN NOTES.

The Saskatchewan Bridge and Iron Co., headquarters at Moose Jaw, are now completing their plant at Moose Jaw, work on which was suspended for a while.

The mystery concerning the visit to the East of A. D. O'Brien, of the G. F. Stephens Co., has been solved. He returned West with a bride this week. She was Miss Anthony, of St. Thomas.

Arthur Steiner, a Winnipeg engineer, representing a German firm, is reported to be preparing for the erection of a factory for the manufacture of machinery in the Rosser district, west of Winnipeg.

Hamilton Byers, manager of the J. H. Ashdown Hardware Co.'s retail store, Winnipeg, who has been ill for several months, traveled to town in order to cast his vote at the recent provincial election, but left again immediately.

Western Observations

By "Winnipegosis."

A HARDWARE merchant called up the representative of a big Eastern stove concern in Winnipeg the other day, and said, "You'd better look out; there's a man here from Ottawa who is going to revolutionize the stove and furnace business." He made a guess, and hit it the first time. It was Charlie Connor, formerly manager of Butterworth's, and now with the Beach Foundry Co.

I came up with Charlie on the "Noronic" from the Soo to Fort William. It was a wet Sunday, and Jack Findlay was there to see him off, sheltered under an umbrella, carried by one Cameron, representing the Hobbs Manufacturing Co. of London. I think there were more hardware and stove travelers in the Soo that week end than ever before in history.

After the boat had bellowed for the last time, Charlie and I sought a quiet corner on the top deck, and discussed the stove trade. He is a great advocate of the principle that if you can get the public so familiar with the name of your stove that they will ask for no other, the battle is won. He used to travel for Moffat's, but he later made the name of Butterworth so familiar in the Ottawa Valley, it became quite disconcerting when the firm name was changed.

Talking about the methods adopted by retailers, he brought up a very interesting point—the reluctance shown in supplying mailing lists to firms they represent. "Why," he said, "it would be the finest thing possible if a man could get a list of likely prospects in his town. He could send it to the firm making his line of stoves, and they'd be delighted to mail circulars to every one of them, and thus stimulate sales. Then he could send a copy to his paint manufacturer, to the firm supplying his builders' hardware, and to a dozen others. It would have a remarkable effect on his business. But they won't do it."

He left me at Fort William to call at Fort Francis, and by this he seems to have made an impression at Winnipeg.

I see Hardware and Metal in practically every store I visit. It is usually in a convenient place for the clerks to peruse it during spare moments. H. M. Piper, manager of the W. S. Piper store in Fort William, is not content with that. After going through it himself on Monday morning, he makes a cross opposite those articles he finds most interesting, so that the clerks will not miss them.

As I was leaving Port Arthur for Winnipeg the other day, I ran into William Home, manager of Berry Brothers, the varnish people. He is one of the most genial men in the business. He had just returned from a three-day tramp up Mount McKay, west of Edmonton, in company with C. F. Barton, of the standard Chemical Iron and Lumber Co., Toronto. Mr. Home had a pack on his back containing, among other things, an advertisement—"Every tar knows Luxeberry Spar, etc., etc.," which he nailed half way up. Unfortunately they missed the trail, and were compelled to sleep out in a snow storm, with only tar paper as covering. They were nearly frozen to death, although it was the middle of June.



Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of August 4, 1894:—

A new foundry has been opened at Winchester, Ont., by B. C. Beach & Co.

Editor's Note.—The Beach Foundry Co. recently moved their plant to Ottawa, where they took over the business of the Butterworth Foundry Co.

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The general hardware market is quiet, as it normally is at this time of the year. There has been some enquiry for fall goods. A few of the ruling prices quoted 20 years ago were pure Manila rope, 9¼c lb.; sisal, 7c lb.; cut nails, $1.80; turpentine, 45c gallon; bar iron, $1.70; tin, 17½c; copper, 9¾c; white lead, $4.75; linseed oil, raw 54c gal,, boiled 57c gallon.

• • •

Edward Gurney, President of the Gurney Foundry Co., Toronto, has gone to Magnolia, Mass., with his family for the summer months.

Editor's Note.—Edward Gurney is still President of the Gurney Foundry Co., Toronto.

Current News

Wallace Cowan Married.

The marriage took place on July 24, in the Methodist Church, Seaforth, Ont., of Miss Alma Mae Fisher, daughter of Mr. and Mrs. Joseph Fisher, to Wallace J. T. Cowan, sales manager Rice-Lewis & Sons, Toronto.

Appointed Quebec Agents.

Alex. Gibb & Co., Montreal, Que., have been appointed agents for the Province of Quebec, of Messrs. Suter, Hartmann & Rahtjens Composition Co., Ltd., of London. Manufacturers of anti-corrosive paint and anti-fouling composition.

Hardwareman Honored.

At Grand Lodge, A. F. & A. M., held at Niagara on July 15, Jas McGregor of McGregor & Co., hardware merchants, Caledonia, Ont., was elected District Deputy Grand Master for the Hamilton (No. 8) Masonic District.

Death of J. H. Meir.

The death occurred recently at Toronto General Hospital of J. H. Meir, who for the past two years had been engaged in circulation work for the MacLean Publishing Co. Mr. Meir had many friends in the hardware trade. He was well liked and respected by all. The funeral took place at Owen Sound, his old home where for a long term of years he had been engaged in newspaper work.

Officers Elected.

At a meeting of the board of directors of Thomas Robertson & Co., Ltd., Montreal, Que., held Tuesday morning, James M. Robertson was elected to the presidency in succession to the late James Reid Wilson, who died in Europe several months ago.

James Wilson, son of the former president, was named for the vice-presidency of the company, and S. R. Brewer was elected to the vacancy on the board. Mr. Brewer will remain secretary-treasurer as before.

Promoted to Winnipeg.

The Pedlar People, Limited, manufacturers of sheet metal products, have recently made a change in their Winnipeg branch.

T. R. Perkin, formerly assistant manager at Toronto branch, has been transferred to Winnipeg as Western manager and will take charge on the 1st of August.

Mr. Perkin has been with the Pedlar People, Limited, for many years and his promotion to this position is a recognition on the part of the firm of his capability as a salesman.

Canadian Sales Agents.

The Canadian Fairbanks-Morse Co., has assumed the general sales agency for the "Litle Giant" line of taps and dies and will in future carry stock of the above line in all their principal branch stores. The "Little Giant" line is manufactured by Wells Bros. Co. of Canada, Ltd., (formerly Canadian Tap & Die Co.) Under the new arrangement the Canadian Fairbanks-Morse Co. also have the exclusive agency for cylindrical and screw thread gauges and automatic opening dies manufactured by the Wells Bros. Co.'s parent plant in Greenfield, Mass.

Changes in Copp Co

Beginning August 1, the Copp Stove Co., Fort William, will be under new management, W. E. Raymond, who for many years has been connected with the stove industry in Canada and the States, succeeding F. W. King, who is retiring from the management. It is intended to continue the business on an even larger scale, several new lines being added. They are also going more extensively into the foundry jobbing business. The lines to be manufactured will include stoves, heaters and furnaces. The present Western manager, J. A. Evans, will be retained, and the Western traveling staff will be considerably increased. The directorate will be unchanged.

Opening New Offices

Fort William, Ont.—The Canadian Westinghouse Co., of Hamilton, have opened an office and warehouse here. B. James, formerly of Hamilton, is in charge.

Windsor, Ont.—The British American Oil Co. is opening an office and warehouse in this city.

Fire Losses.

Chilliwack, B.C.—Denmark & Burton, hardware merchants, have suffered loss by fire.

Woodstock, N.B.—W. F. Dibblee & Son, wholesale and retail hardware, have been burned out.

Bancroft, Ont.—Sair & Mullett, hardware, have been burned out in a disastrous fire which practically destroyed the whole business area of the town.

Toronto, Ont.—The Steel Company of Canada suffered a $500 fire loss to their stock in their Bay street quarters last week.

New Firms.

Rockford, Alta.—The Watson Hardware Co. has started a retail business.

Personals.

J. Henry of Orono, Ont., was a hardware caller at Toronto this week.

H. Stubbs, chief accountant of the Canada Paint Co., is spending his vacation at Old Orchard, Maine.

Geo. F. Taylor, representing the Jas. Swan Co., of Seymoud, Conn., is calling on the Montreal wholesale houses.

Joseph R. Henderson, president and general manager of Brandram-Henderson, Ltd., has returned from Europe.

H. W. Aird, manager of the Canada Paint Co., Ltd., has left the city to spend a vacation at Kennebunk Beach, Maine.

J. L. Lewis of Lewis Bros. wholesale house, and wife, are holidaying at Tadousac and are guests at the Manor Richelieu.

Norman Labelle, of C. Labelle & Co., Three Rivers, Que., was one of the hardware men calling on the trade in Montreal during the week.

Robt. Coulson, sales manager of the Dominion Iron and Steel Company, has returned to Montreal after a trip through Ontario and Western Canada to the coast.

William H. Evans, Montreal representative of Wilckes, Martin, Wilckes & Co., New York, and of Blundell, Spence & Co., Hull, England, has left the city for Prout's Neck, Maine, where he will spend a short holiday at the Southgate.

British Columbia Items.

Bailey Brothers have moved their hardware store from Wall street to 127 Templeton Drive.

Halverson & Hougan, Matsqui, have sold their general store business to Myhre & Gilbertson.

D. Cohen's store business at Fort Fraser has been purchased by Norris Kojen, who has added a hardware stock.

The Victoria West Hardware Company, a young firm that is forging ahead, had added an auto to its delivery equipment.

A. H. Coulter, who was formerly with A. Fulton at Salmon Arm, has purchased Mr. Fulton's general business at that point.

Mr. Elliott has bought out G. B. Moore & Co. at 2641 Fourth avenue, Vancouver, and will operate a hardware store only.

G. A. Kennedy has opened a general store at Jubilee, between Vancouver and New Westminster, and will carry a hardware stock.

Seth Witton, of Murrayville, in the Fraser valley, has opened a branch at Langley Prairie under the name of the Langley Prairie Mercantile Company.

Alex. Smith has succeeded H. J. W. Brooks as representative for the northern territory, with headquarters at Prince Rupert, for McLennan, McFeely & Co.

James Brown, who was manager of the housefurnishing department of McLennan, McFeely & Co., was accidently drowned at Deer Lake while bathing with friends.

Bob Knight, one of the well-known hardware travelers on the coast, is quite a lacrosse player, and was one of the team that played against the Brampton boys when they come out to try to lift the Mann cup.

The death took place at Ewings of H. Lloyd Fox, who has been in the hardware trade there for some years. He was a retired officer of the British army, and after serving through the Boer war settled in this province.

E. R. Paine, Alberni, who recently bought out his partner, has moved into his new store, and has now very attractive quarters. He has also made a matrimonial venture, and friends have been tendering their best wishes.

Fred Adams, serctary-treasurer of the B.C. Hardware Company, Victoria, is one of those who thinks the summer is the best time to secure a wife and take her on a tour of the coast cities. He was recently married and the happy couple are now occupying the fine new residence just completed in the Fairfield district of the capital city.

Great interest has been taken in the several amateur baseball leagues in Vancouver this year. In the Wholesale League the Mc. & Mc. team had an easy time of it the first part of the season, but finally the Malkin grocery team tied the score of victories. The hardware team, however, has been handed the championship by the Kelly-Douglas team defeating Malkin's.

Grand Forks is much concerned over the mysterious disappearance of Thomas A. McIntyre, a prominent hardware merchant of that city. He had attended a meeting of the directors of the Grand Forks Agricultural Asspeiation, and left for home about 11 o'clock. He was to have called at the house of a friend for a parcel, but he never showed up. He is a married man, and leaves a wife and two children.

E. R. Spragge, who has succeeded Pete Snowden as manager of the builders' hardware department at McLennan, McFeely & Co.'s, had his first experience with Emerson, Fisher, Ltd., St. John, N.B., where he was for six years. For a subsequent four years he was assistant buyer with Lewis Bros., Montreal, and had retail experience in North Battleford and also with the Saskatoon Hardware Co.

Western Notes.

Denmark and Burton, Chilliwack, B.C., have suffered loss by fire.

The Watson Hardware Co. have started business at Rockford, Alta.

George Merrick, of the Merrick, Anderson Co., has been on a visit to Chicago.

D. E. Ogeltree, of Ogeltree Bros., Estuary, Sask., was in Winnipeg this week.

Stewart and Marshall have started in the engineers' supplies business at Winnipeg.

The Prairie City Oil Co., Winnipeg, will increase its capital stock from $150,000 to $250,000.

Nordquist Brothers' Halbrite, Sask., have opened a hardware and furniture branch at Talmage.

G. H. Beckett is running the plumbing business formerly run by Beckett and Bailey, at Edmonton.

M. F. Christie, general manager of the G. F. Stephens Co., Winnipeg, is at Minaki on a vacation.

Metals, Limited, Calgary, have started work on the construction of a $45,000 warehouse at Edmonton.

Charles Connor, who has been on a business trip to the West in the interests of the Beach Foundry Co., Ottawa, has returned East.

Fittings, Limited, Winnipeg, will shortly move into a new warehouse which they are building at the corner of Lulu and Logan Avenue.

The store of W. E. Davis, Red Deer, Alta., was burned down on Tuesday, July 23. The damage amounted to $3,200, and insurance to $2,500.

George H. Saywell, who represents several English hardware manufacturers and jobbers in this country, has returned to Winnipeg from a six months' business trip across the Atlantic.

Mrs. Alice M. Skead, formerly of Winnipeg, died at Selkirk, Man., last week aged 63. Her husband and she were pioneers of Winnipeg. The former was a department head in the J. H. Ashdown Co.



WHY a traveller in Eastern Ontario made inquiries to find out if any of the oil wells near Calgary were **linseed oil wells?**

• • •

Why a hardware firm at Dundalk, Ont., are advertising horse blankets and robes in July, and also state in their newspaper advertisement that spring goods are arriving every day?

• • •

Why the manager of a builder's hardware department, in a large Canadian store, who often boasts of his knowledge of the builder's line, hunted around for over an hour one day last week to find "a mortice lock with a ring on the bevel" and then found out he was the victim of a joke?

• • •

Why a hardware salesman in a Western Ontario town tried to syphon gasoline through a hose and in doing so he swallowed so much gasoline that it almost cost him his life?

• • •

Why so many travellers, especially those selling specialty lines for American firms, always tell of the big orders they receive in Sherbrooke, Que?

• • •

Why an Ontario hardwareman accused a cement manufacturer of selling goods to a consumer at the same price as to the retailer, when a thorough investigation proved that the consumer was putting up a bluff and did not receive cement at the price he stated?

• • •

Why a hardware man on Bloor Street, Toronto, once placed an ad for one insertion in a suburban newspaper, and because he only received one inquiry he says it is useles?

• • •

Why so few Canadian hardwaremen attended the Toronto Ad. Convention, and so missed the chance of their lives for a free education, and why those that were there belonged to the kind that are known as live wires, who always have intelligent employees, dandy windows, and big turnovers.

New Hardware Goods

Offered Canadian Hardwaremen

AMERICAN GRINDER, NO. 6. AMERICAN TILTING GRINDER.

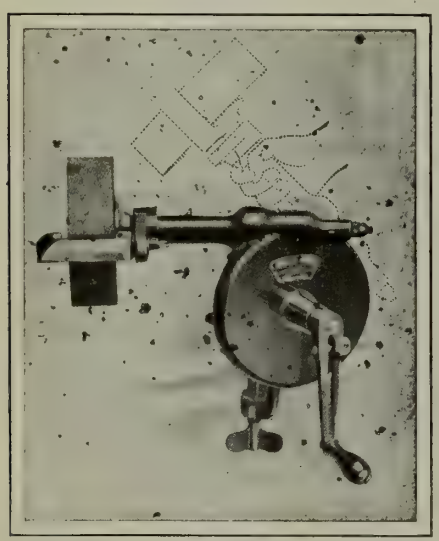
The American Grinder Manufacturing Company, Milwaukee, Wis., is offering the Canadian trade a new type of tilting grinder called American Grinder No. 6, for which several unique and advantageous features are claimed.

This grinder is said to be so constructed that by an easy one-hand lift it may be tilted into position for sharpening meat chopper blades, clipper blades or any tools having a broad surface. This is done without loosening any bolts or screws. It requires but a moment to tilt Number Six to any position.

Another feature is the construction of a grinder in which the handle is never in the way of the operator. This is accomplished by placing the barrel, which carries the grinding spindle, at a 30-degree angle with the drive wheel, instead of running it parallel. This is said to eliminate a whole lot of inconvenience and to insure quicker and better work.

The manufacturer claims that no matter what position the grinder is operated in the American helical gear drive assures smooth, easy operation.

The gears run continually in a bath of oil, and this feature, combined with ball



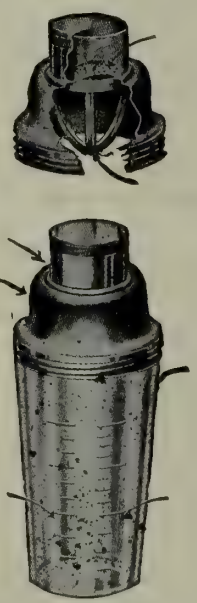
Showing simple tilting arrangement of grinder.

bearing construction, is said to make the grinder run as smoothly and noiselessly as a cream separator.

The grinders are neatly and compactly designed.

4 in 1 SHAKER.

The Hero Mfg. Co., Philadelphia, Pa., offers the Canadian hardware trade a new product in the form of the "Hero



Shaker for all-round purpose and showing interior of top.

Four-in-One Shaker," here illustrated. The manufacturers claim that with the new shaker you can mix accurately milk and eggs, grape juice combinations; lemon, lime and orangeades, punches, cocktails, rickeys and all beverages requiring mixing, cooling and extraction of lemon, lime or orange juices.

The measure scale shown on the glass container denotes one, two or three full portions, subdivided into thirds and quarters for mixing drinks of three or four ingredients, thus insuring accuracy and uniformity in mixing every time.

The glass container is durable and sanitary, retaining no odors.

The aluminum breaker makes the mixture "smooth." Especially adaptable to milk and egg drinks.

It also furnishes a juice extractor by reversing the dome, using it as a funnel and pressing the half lemon, lime or orange upon the aluminum breaker.

The strainer in the dome retains the pulp, seeds and ice.

The depression in the top of dome cap provides a finger hold in shaking.

The screw cover and gasket insures against leakage.

The makers claim that the extra quality nickel-plated dome, fine polished, durable glass container, aluminum die-cast breakers, juice extractor and strainer make the shaker a unique and highly useful article for those who desire accuracy, uniformity, smoothness and versatility in mixing beverages.

HARDWARE LETTER BOX



Burlap.

R. A. Wells, Dresden, Ont.—Kindly give names of manufacturers of oiled burlap.

This may be secured from the Dominion Oilcloth Co., Montreal, and Cott-a-lap Co., Walkerville, Ont.—Ed.

* * *

Vitrified Tile.

McKillop & Ferguson, West Lorne, Ont.—Kindly let us know through Hardware and Metal names of manufacturers of vitrified tile.

Hamilton and Toronto Sewer Pipe Co., Hamilton; Ontario Sewer Pipe Co., Mimico; Standard Clay Products Co., St. Johns, P.Q.; Dominion Sewer Pipe Co., Swansea, Ont.—Ed.

* * *

Guerney Freezer

W. E. Bulmer, Foy Building, Toronto, Ont.—Kindly give name of maker of the Guerney Vacuum Ice Cream Freezer.

Can any of our readers supply this information?—Ed.

* * *

Dish Washers.

McKinnon's, Ltd., Weyburn, Sask.—Kindly give names of manufacturers of dish washers.

National Machine and Stamping Co., Detroit, Mich.; Hershey-Sexton Co., Inc., 1221 Filbert Street, Philadelphia, Pa.—Ed.

Weekly Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE.

The war talk of the past week has caused much speculation, particularly on the metal markets. An actual outbreak of hostilities on a large scale would probably cause some metals to advance to extremely high quotations. The effect so far has been to weaken the market, tin and copper being the chief lines affected. The possibilities of a gigantic war are causing considerable anxiety throughout the business world. Hardware jobbers report that business is holding up fairly well and sorting orders are very satisfactory, considering that this is the holiday season. Considerable caution is exhibited in buying and the tendency is to buy as lightly as possible. Stocks generally are low, and buyers are conservative. The paint trade is quiet and very little change is expected before the fall trade opens up. Linseed oil prices have soared high during the past few days, although some firms with stocks on hand have been offering oil at low prices. In the metal and steel trades a great deal of price-cutting is in evidence, and competition is extremely keen. Conditions in the stove business are quiet at present, but the outlook for fall is hopeful.

MONTREAL.

MONTREAL, July 30.—The war talk makes speculation as to the future in the hardware business very uncertain, and already the metal markets are beginning to feel the influence of the financial disturbance. The effect so far has been to create further weakness, although looking ahead, the result of extensive military operations should be to give general strength. There are no price changes which can be traced to this source, but there is an easiness in tin and copper and some of the other metals which is having the effect of larger discounts being offered on orders for large amounts. Actual conditions of the present in the trade show some improvement in demand, considering the holiday season. There have been very good sorting up orders, which are to be accounted for from the fact that most retailers had reduced their stocks to the minimum, and are now beginning to find themselves short of staples.

Nails, Screws, Rivets, etc.

Business in nails is rather slow, but there might be said to be an improvement in the demand for screws, and prices and discounts are very firm. There is no prospect of reduced prices in this department from the present tone of the market. Quotations:—$2.25 base for wire nails and $2.50 base for cut nails, Montreal. Screws, rivets and burrs are unchanged and discounts are stationary.

Metals.

There is further weakness with regard to some of the metals. This is traceable to the financial disturbances and the action of the stock market, but it is figured that the reaction—if the war demonstration continues—should be in favor of higher prices on account of stocks of tin on this side of the water being held in reserve, while there should be a strong demand for copper, which becomes contraband of war. Sales of bar iron are light, and the prices are easy, with $2.05 as the base, Montreal, and some quotations at 5c under this figure.

While there is no change in the market quotations for tin, brass and copper, better discounts can be had on anything like large orders, and the situation is very easy. Quotations:—Tin, 37½c; sheet zinc, $6.75 in casks; lead, $5.10; antimony, $8.50; spelter, $6, and copper, $15.50. Ingot brass, red 14c, yellow 13c; wire solder, 23½c; half-and-half, 22½c, and wiping solder, 22c.

Metal Sheets.

Following the change in prices on sheet metals of last week, Fleur de Lis brand is also reduced to the following basis:—

16-20 gauge	$3.50
22-24 gauge	3.70
26 gauge	3.95
10¾ oz., 28 gauge	4.35

Lead Waste Pipe.

There is no change in the market for lead waste pipe, the tendency, if anything, being a little easier, although quotations are expected to firm up later. The quotations are: Lead pipe, 7½c, and for lead waste pipe 9c, with discounts of 7½ per cent.

Rope and Harvesting Tools.

The demand continues good for rope and tools for harvesting, and the reordering indicates that dealers are sorting up after finding that they ordered close and let stocks run low. Prices are unchanged as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

The Stove Business.

Conditions in the stove business are still quiet—unusually quiet. The outlook is somewhat brigher, however, and it is expected that things should begin to open up next month with the inquiry for fall business and furnaces.

Barbed Wire and the War.

There are rumors in the market that one of the first lines in the hardware business to be affected by the war would be barbed wire, and some reports have it that already big orders are being placed by the powers. Of course, the effect of such a demand would probably be higher prices.

Fall Lines Going.

There is reported to be a very good demand for fall lines, such as guns and ammunition, skates, etc., while there is also inquiry for horse blankets, surcingles, lanterns and other stable equipment.

Crowbars and Hammers.

It is reported on the local market that there has been a stiffening of prices throughout the United States for heavy hammers and crowbars, and it would not be surprising to see prices for these lines advance slightly.

TORONTO.

TORONTO, July 30.—Tin and galvanized ware have declined in price. Half-and-half solder has advanced. The war news puts the best of authorities at sea as to future prices on some metals, but that some lines will show great advances and others equally great drops in case of a general war seems to be a well accepted fact. Steel and metal lines are very quiet. Cement is in extraordinarily good demand, considering present conditions. Cordage in seasonable lines is good. General hardware lines are quiet.

Price cutting is very much in evidence. Galvanized iron and steel lines are the chief sufferers. Some manufacturers are meeting competitors' prices simply for the sake of keeping their plants going. Some jobbers are doing likewise in order to get their share of business in a dull season. Fall goods are moving but not in heavy quantities.

Now that accounts have been checked up, it has been found that June and July were better than it was thought possible. Some firms who have been complaining of poor business have found that those months compared favorably with corresponding months of 1913. It is thought that this is partly due to the fact that manufacturers made and are making prompter shipments due to overstocks. In other words, business is a little ahead of itself. Some lines that naturally belong to August business are being delivered in July.

Metals.

The general situation of the world's markets has naturally been affected to some extent. So far no weakness has been shown but with the outbreak of hostilities it is expected that quotations on several metals will go to very high figures. During the week tin declined 1 cent per lb., and is being quoted at 33c per pound. Copper was also weak and quotations range around $14.15 to $14.25. Price shading is much in evidence. Spelter, lead and pig iron remain unchanged.

Other metals are as follows:—Antimony, 8¾c to 9c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb:; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Orders are still small and buyers are cautious.

Nails, Screws, Rivets.

Screws are unchanged as per current quotations but have picked up so that they are now in good demand. Nails and rivets are quiet and unchanged. The former are in a delicate situation. Interested parties dislike to discuss their future. It is said that the manufacturers' price to jobbers is not yet fixed. Some authorities anticipate a raise to retailers before long. Nails are really being offered a trifle cheaper here than they are in the States at the base price of $2.25 for wire and $2.70 for cut.

Steel, Bar Iron, Etc.

Prices in these lines are unchanged and are as per current quotations. Price cutting is common, but is vigorously denied in some quarters. Wire at the base of $2.20 is sold as low as $2.10. Heavier cuts are made in some other steel lines. Bar, pig and sheet iron are being offered at any price that will bring the business.

Reduction in Galvanized Goods.

Galvanized ware has been reduced from 45 to 50 per cent. off list. Galvanized iron is as per current quotations except for price cutting, that has lowered it here and there from ten to fifteen per cent.

Cement.

Cement is unchanged at $1.85 retail and $1.55 in carload lots. It is one of the most active hardware lines this season. Mills are working to capacity, prices remain at one level, and in the case of the larger concerns at least, collections are first class, because of refusal to carry slow accounts. The bulk of the Eastern sales are going through retail channels to the farmers who are using it more and more for building purposes. Municipal work requires a great deal. In the West the farmers buy less and sales are largely made to large works and lumber yards.

Builders' Hardware.

This line is showing some activity. A demand for letterbox plates and interior finishings is becoming noticeable. Best demand is expected late this year, as building operations were delayed in the spring.

Decline In Saws.

Disston's saws have declined to what is roughly 15 per cent. off the old list price, which was formerly 10 per cent. off. The new lists, however, quote net prices only.

LONDON.

LONDON, July 29.—Business in the wholesale and retail hardware line is considerably quieter here this week, although it compares favorably with the corresponding period of last year. This section of the country appears to have felt the depression in a lesser degree than many other sections of the country. The carpenters' strike is still on, but an early settlement is expected. Many of the manufacturers' and jobbers' travelers are on their vacations at present and orders being sent in by mail are not large. Linseed oil has advanced two cents per gallon and the ruling quotations are now:

Raw Linseed Oil—

1 to 2 barrels	63c gal.
3 to 5 barrels	62c gal.
6 to 9 barrels	61c gal.
5 gal lots	70c gal.

Boiled Linseed Oil—

1 to 2 barrels	66c gal.
3 to 5 barrels	65c gal.
6 to 9 barrels	64c gal.
5 gal. lots	73c gal.

Turpentine.

Turpentine quotations remain unchanged from last week and ruling prices are:

Pure turpentine in single barrel lots, 70 cents per Imperial gallon; 2 to 4 barrels, 69 cents per Imperial gallon; 5 gallon lots, 77c per Imperial gallon.

Glass, Putty, Etc.

The demand for glass locally is showing improvement and the following prices are quoted in case lots:—

	Case of 100 ft. Single dia.	Dble. dia.
Up to 25 inches	$3.40	$4.69
26 to 40 inches	3.72	5.06
41 to 50 inches	4.08	5.63
51 to 60 inches	4.28	6.38
61 to 70 inches	4.60	7.31
71 to 80 inches		8.25
81 to 85 inches		9.38
86 to 90 inches		11.25
91 to 95 inches		13.13
96 to 100 inches		15.38
101 to 105 inches		18.00
106 to 110 inches		20.63

Single lights, 40, 10% off list.

Putty is quoted:—

Standard in 100-lb. drums	$2.60
Standard in 25-lb. drums	2.70
Pure in 100-lb. drums	3.35
Pure, in 25-lb. drums	3.45

Screws, Nails, Etc.

Wire nails are only in fair demand at $2.25 base and cut nails at $2.70 base. There is still a demand for some sizes of wire cloth, which is quoted in 100-ft. rolls at $1.55 per 100 sq. ft., and $1.60 per 100 sq. ft. in 50-ft. rolls. Screws remain at prices shown in Current Quotations.

WINNIPEG.

WINNIPEG, July 29. — Reports from certain districts regarding the crop are not favorable, and business in these places may be expected to be poor. There is a tendency, however, to pay too much attention to the spots which have no crop, and to pay too little to districts whose crop has been a record one. Some men are very candid, and come out flat footed with a statement that conditions are looking doubtful. Others are inclined to be optimistic.

Along the C.P.R. main line, around Swift Current, and the country south

of there, it is said the crop has been more or less of a failure. Along the Soo line, and the northern country, things are much better.

Crop Reports.

Around Carston there will be half a crop; it could not be called a good crop. Around Raymond, McGrath and Stirling everything seems to be burned up. A man just returned from Lethbridge declares that everything is gone between that city and Chaplin, which is the other side of Moose Jaw. Writing from South west Saskatchewan a hardwareman, dating his letter July 21, declared that three days of hot winds have had a devastating effect on the crops. He reports that flax will be good, wheat on summer fallow will be a good crop, light crop on breaking, and practically no yield in stubble. Farmers there put in a third more on account of the railway going through, which will only amount to 60 per cent. of last year's crop.

As a result of these reports, business during the past week has not been good. Jobbers report having a fairly good business in harvest tools, such as hay forks, four-tine straw forks, etc., but it is nothing to blow about. Nails are beginning to move slightly, and their price still is unchanged. Builders' hardware all around is quiet. A large number of binder whips of the long bamboo pole type are being ordered. Fencing is practically finished, just a little hog fencing selling.

Paints.

Most lines of paint are active, due principally to sorting business. All buying now is being done for outside work, such as barns and outside buildings. Two of the big paint houses have raised the price of their mixed paints. Western manufacturers refuse to say whether they will follow.

It is a little early to talk about varnishes. When the outside work on the farm is completed, varnishes will be wanted for inside. Prospects are reported to be good. Putty and glass will begin to move next month. All kinds of orders are coming in for shipment August 15 and on, so as to be in time for fall business. The demand just now for paint is good. Market is firm at 80 cents. Linseed oil is firm, with a tendency to rise. The flax market was up again to-day, and up seven cents last week. Linseed oil, the price of which is controlled by that of flax, is quoted to-day, raw, per gal, 68c; boiled, 71c.

Metals.

No changes in prices of sheet metals; they could not go much lower. A little business is going in fall goods; fairly big demand for Canada plates, large quantities being bought for stove pipes.

The tin market stiffened up recently owing to American manipulations, but fell again. The price of ingot tin stiffened up early in July two cents a pound, but a slump began again last week. Business in tin out west is quiet. When men are not buying galvanized and tin plate, they are not buying solder.

The sheet copper market strengthened this afternoon, and is a half cent per lb. higher. Is selling freely, owing to several large roofing contracts being let recently.

Sporting Goods.

Loaded shells and shot guns have been shipped out for fall orders. The demand for tennis and baseball goods is over.

Stoves.

The representative of a large Eastern stove concern believes there will be a pretty good demand for stoves this fall. Plenty of orders are coming in, but most dealers are waiting on crop still.

SELLING FURNITURE IN A HARDWARE STORE.

(Continued from Page 44.)

hardware clerk would be in his ability to handle both the selling of hardware and furniture.

I have noticed clerks when a customer has asked to see a piece of furniture after buying hardware, say: "Go over to the furniture department, and the clerk there will attend to you." That is not good business. He should take the customer across, and if he cannot attend himself, should find a clerk who can, and hand the bill over so that both purchases may be put on the one slip.

As an example of effective co-operation, I had a married man in recently buying furniture. After he had made his purchase, I got him interested in a stove on the other side, and had no difficulty in making a sale. Another man came into the store after securing prices elsewhere on stoves. I sold him one, and directed his attention to our stock of furniture. He had just arrived from the States, and unfortunately had already purchased his furniture. He was interested, however, and came in several times later for various other pieces.

Advertising Furniture.

In my opinion, the advertising of the two departments should be done together, thus giving one big boost to both sides of the business. Where a store handles mantles, brass goods may be shown in conjunction. The same with window dressing. A kitchen lends itself best to combination, as it includes so many lines. In a small town special prominence should be given to the commoner articles. Put in a kitchen cabinet fitted with utensils from the hardware department, together with oil or coal stoves, or electric stoves if the demand is good. All these things can be shown splendidly together with furniture.

How to Buy.

When buying furniture, much care must be taken in the selection of stock.

The beginner in the furniture business must make the price right at the beginning, and not get the idea into his head that nobody is selling furniture in that town but himself. Take into consideration the mail order houses as competitors. The man who sets out to make a legitimate profit will find that his customers stay with him.

Much depends on the town. If there is a population of a thousand people, with another thousand in surrounding districts, there is room for a furniture business. Keep a limited stock, but take care to increase stock and quality as the town grows. When you get a town of five thousand people, a modern furniture store is required; a junk shop won't do. There's where the advantage of having a clerk who understands the business comes in.

CATERING TO THE AUTOMOBILE OWNER.

(Continued from page 37.)

found for fire extinguishers. The line of auto accessories proper that are an integral part of this business offers an even more diversified list of profitable specialties. For the dealer who is anxious to corral any branch of the auto trade the keeping in stock of a bin full of sawdust or dry sand for use in dripping pans should prove a certain trade getter. The cost of this last is infinitesimal and the product could be advertised for free distribution. People are always attracted by the prospect of getting something for nothing and the practice of this scheme would make it unnecessary for the prospective customer to have the small annoyance of hunting up this so necessary material that is much scarcer than one would suppose, at least in convenient depots.

One particularly inviting feature of any branch of the auto trade is that the owners of cars are usually men of means so that the amount of bad credits involved should be nil. The line can be sold from catalogues or samples in the case of the cheaper articles and only in the case of such small things as find a ready sale need any stock be kept up.

Phonographs, electrical supplies and a host of other specialty lines are attracting the trade, but of them all none not only promise but are fulfilling their promise so well as auto accessories, from the humble cotter pin to the practical metal garage. The opportunity is not coming; it is here: It is not knocking; it is tearing the door off the hinges.

Paint Department

The Necessity of Bonding the Master Painters

The Painting Profession Has Suffered as a Result of the Unbusinesslike Tactics of Some Irresponsible Members of the Trade—A Suggestion For Improving Conditions For All.

Written for Hardware and Metal by Henry Lewis.

IF THE paint jobbers, the retailers and the painters themselves were to be asked as to what was their chief grievance, they would be practically unanimous in declaring it to be the necessity of bonding the master painters.

This need, always felt, has never been so acute as during the past year. Following the law of supply and demand; as building operations slackened, the competition for the painting jobs of those that did occur became just that much keener. Naturally, our friend, the irresponsible journeyman painter, or worse still, his blood brother, the out and out incompetent has been in the van of the destroying army.

By means of reckless price-cutting, such an individual has usually found it easy to secure painting contracts. Naturally, the architect or building contractor would give the job to the man with the lowest price as long as he could fix no responsibilty to any one of the bidders. Of course, in the fullness of time, he learns the extent of his error—and blames the paint. The common practice of these irresponsible gentry is to slight the job so as to insure themselves a profit, irrespective of anything else.

Sometimes, through a combination of such desire and sheer incompetence, they not only do a poor job but dissappear between suns without having completed it or without having paid their paint bills. Not content with this, they have been known in a few instances to steal material from the building that they happened to be working on.

The result in either case is chaos. An otherwise sane architect runs amuck. A reputable brand of paint is given a blow that cannot always be explained away. "There's the house, look at your rotten paint! "I'll insist upon good paint the next time I let a contract." These are the sentiments of the builder. The retailer is probably short the goods he let the fleeting guest have and everyone of the victims is blaming the other.

Paint men are running into a variation of these conditions constantly. Just a few days ago the representative of one of the leading Canadian paint manufacturers was asked to go to the suburbs to inspect the poor results of an application of their best paint and incidentally, to be told what was what about it. He sized the job up and asked for particulars. He learnt that some rank outsider, by underbidding to the extent of thirty-five dollars had got the job, spoilt it, and had disappeared over night with a quantity of the paint. He had left in its stead a quantity of unpaid bills. "Served you right," the paint manufacturer said and left the distracted architect to chew the cud of regret.

It is an admitted fact that the rank and file of master painters would welcome a ruling that required the giving of bonds by themselves before tackling a job of work. By so doing, the manufacturer would be insured of protection for the good name of his brand, the architect of skilled work, the painter of a job at a decent profit and the retail paint man of his money. Incidentally, it would save the latter the necessity of filing a lien on the cases that he becomes suspicious of early enough to do that much for himself.

There can be little doubt that architects, contractors and builders in general would gladly welcome such protection for themselves. But they have other troubles and as the arrangement would be equally profitable to the painters; it is from them and within their own ranks, that the remedial measures must originate.

The bringing up of the matter in the association would insure prompt action that should result in co-operation with a like body of the builders. The pursuance of such a course offers a safe, sane and workable plan that will do away with another evil the only recommendation of which is that it has flourished for too long a period already.

CONTRASTS IN DISPLAY.

As a man wears contrasting colors, a bright tie against a grey suit, etc., so should a window or a store show off its goods by contrast. For instance, galvanized or tin or enamelware cannot be seen to advantage against a grey background, or the light-colored ones that are seen in many stores.

But place the same articles against a dark wall, or in a dark corner, and note the effulgence of the reflections and the rich gleam of metals in what would otherwise be a dark hole. Place some sombre colored goods in the same place and it will be seen that they can scarcely be discerned. A particularly nice display was seen in a British Columbia store lately. The store had been formerly connected with the building next door by a couple of large folding doors. They were of dark wood and interfered with the looks of the store to such an extent that the merchant planned doing away with them. Fortunately his wife came along one day and pointed out to him the advisability of fitting up a few shelves of a corresponding color to the doors and filling them with some brass goods that he was showing in a garish showcase. The result was astonishing. A good polish, and those unlovely vases and pots glowed by contrast like jewels in their dark setting. Those doors are now a regular display rack on which the goods are changed quite as frequently as in the windows.

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Weekly Paint Markets

MONTREAL.

MONTREAL, July 30.—The quiet season continues in the paint business, but jobbers are generally satisfied with the demand. The outlook for the building season, which a week ago had begun to look more favorable with the financial situation taking more definite shape, is very unsettled in view of the troubles in Europe, and the extent and length of the war will have to be taken as important factors in the future market. The general effect of the hostilities between Servia and Austria thus far has been to strengthen prices in most lines, and the quotations when unchanged are very firm. The feature of the week has been the rapid soaring of the linseed oil prices in conjunction with high flax quotations.

Linseed Oil.

Linseed oil is all over the market. Prices are generally whatever the dealers may care to ask, and this will depend upon their stocks on hand and the concessions they may desire to give to their customers. Since the first of the month there has been an advance in the price of flax at Winnipeg of about 30c a bushel, and, of course, this has had a direct effect upon the refiners who follow closely the prices for raw material.

The spot quotations of the refiners for raw oil have advanced this morning to 70c in large quantities, which is over 10c a gallon above the price of a week ago; boiled oil is 2½c above.

At one source this morning the quotation to the trade was put at 69c and 70c for raw and 72c and 73c for boiled, which is slightly under the mill market prices, while at another source the quotations were 67c and 68c for raw and 70c and 71c for boiled, and these figures present the unusual phenomenon of being considerably under what the purchases could be made at from the grinders. However, it is questionable if this unusual spread was in force for more than a few hours, and the retailers must look to pay the market at least.

White Lead.

The demand continues strong for white lead, and stocks are moving well. There is a general firmness reported in the market, and in view of general conditions a slight advance would not come as a surprise in certain quarters. The basis remains the same—$8.40 for small quantities and $8.20 for ton lots.

Turpentine.

There is a firmer tone in the turpentine market, although it is the quiet season, and the quotations are very firm as follows:—

1 barrel ..... 67c gallon.
5 barrels ..... 66c gallon.

Five-gallon packages 5c advance; packages extra; terms net.

Gasoline and Benzine.

There is an unusual change in the gasoline and benzine market in that the relative positions of the two commodities have changed places and, instead of being cheaper, benzine has advanced to a position which is half a cent above the former. Quotations are:—

Barrels, wood ..... 20½c gallon.
In steel and drums..... 17½c gallon.
Tank wagon, 100 gals. .. 16½c gallon.

Benzine ½c over these figures.

TORONTO.

TORONTO, July 30.—All paint lines are quiet, with no prospect of improvement until fall. Linseed oil quotations have advanced. The atmosphere in oil circles is becoming cleared. Gasoline is down again. Buyers of white lead at the prices prevailing previous to the late raise must pay the advance after July 31st. Paris green and arsenate of lead are beginning to move more freely.

It is expected that paint lines will be at their best in the very late fall, a condition resulting from the fact that building started late this year.

Turpentine.

Turpentine is steady, but is not advancing from the late price of 69c for two to four-barrel lots, and 70c for single barrels. The tendency is quiet in this line. Buyers have a slight advance over last week, but it has not yet affected local markets. In case of serious war exports from producing centres might be interfered with, in which case prices would be affected.

Advance in Oil.

Oil is now selling as follows:—

	Raw.	Boiled.
Single barrels	66c	69c
3 to 5 „	65c	68c
6 to 9 „	64c	67c

The recent dissension, which is not entirely over yet, resulted partly from some interests having bought cheap flax in expectation of a normal trade, which did not materialize.

Oil demand is very quiet all over, but outside competition is not feared at present prices. English oil cannot be laid down here for less than 69c raw, for cash, in 50 to 100-barrels lots, on the wharf. Flax at Winnipeg closed at 167⅛ one day, opened at 161¾ the next, and closed at 164 that night.

The change in oil prices came too late to allow for insertion in current quotations.

Decline in Gasoline.

Gasoline has dropped ½ cent to 18½c for single barrels and ½ cent less for larger quantities. Demand is quiet, and that fact, together with a general dropping market, explains the change.

Paints, Ready Mix, etc.

Prices are unchanged, as per current quotations, and business is dull. Many travelers and others are holidaying, and building operations were so late in starting that no heavy demand is looked for until late fall. Dealers are preparing for a good business then.

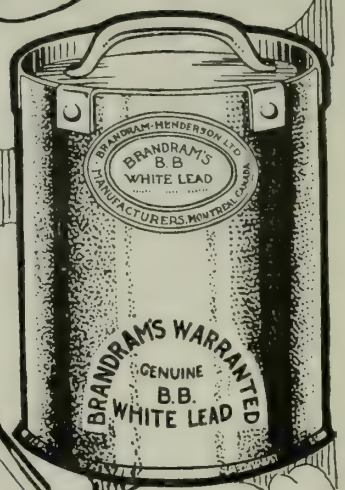
White Lead, Paris Green, etc

These lines are unchanged, as per current quotations. Lead is firm, and contracts at the old prices will be completed with the end of this month. New orders invoiced after July 31st will be at the late 15c advance. There is a scarcity of dry lead owing to the closing of local smelters and the Mexican situation. Paris green and arsenate of lead are both moving much better than at any previous time this season.

Glass and Putty.

These lines are very quiet, but a heavy demand is confidently expected in the fall, for which orders are now being booked. Import orders are smaller and less numerous than usual. Present indications are that September and October will show an excellent trade.

Big Sales for 1914



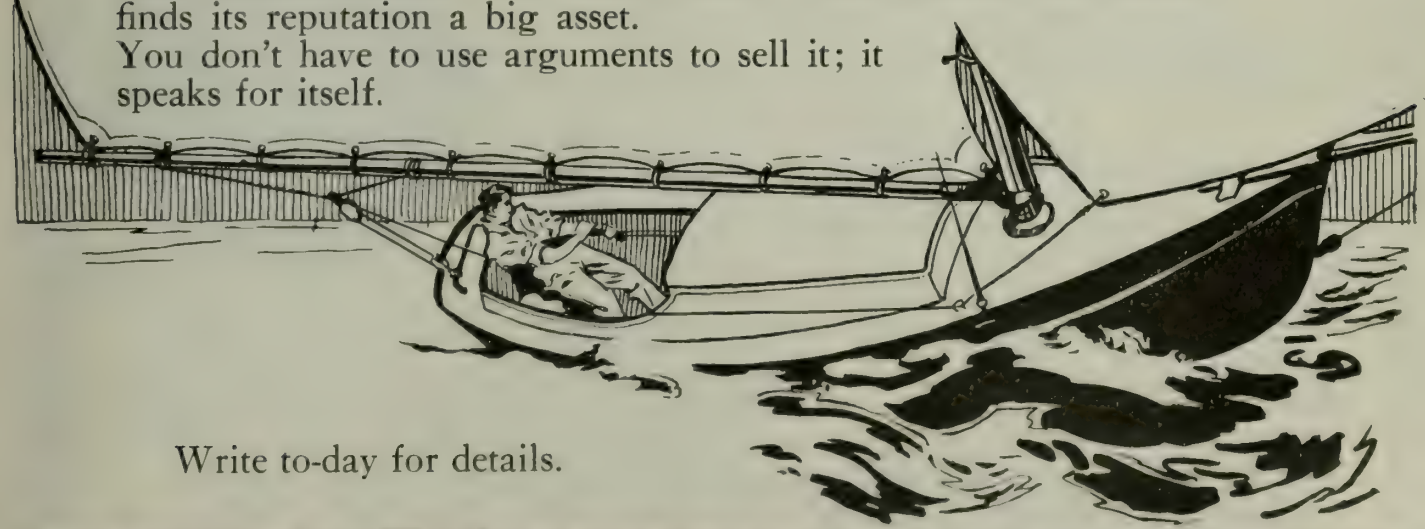
The Fact that our sales for 1914 show a substantial advance over previous years, **proves** that our goods and methods are right. We are moving ahead, and at the rate we are going, 1915 is sure to be a bigger year than 1914. Don't throw away **your** opportunity to do more business. Handle B-H products. Our prices and terms are such as to practically assure your profits, while the reputation of our products makes selling easy.

Why not make a start **now** by stocking

BRANDRAM'S B. B. GENUINE WHITE LEAD

Every painter knows this White Lead — every dealer who sells it finds its reputation a big asset.

You don't have to use arguments to sell it; it speaks for itself.



Write to-day for details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson-

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).

	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire Brick, English..17 00		21 00
Fire brick, Am., low..23 00		25 00
Fire brick, Am., high.27 50		31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb....	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.50 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.

	Montreal	Toronto
Casting ingot $15 50		$14 15
bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet (boxes)	
XX, 14x56, 50 sheet (boxes)	
XX, 14x56, 50 sheet (boxes)	

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.

	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's

Pure Prepared Paints

always make satisfied customers, and that is what you want in order to build up a good trade in this line.

Put your paint business on a paying basis by handling Jamieson's Paints and Varnishes.

R. C. Jamieson & Co.
LIMITED

Established 1858

Montreal - Vancouver

Owning and operating P. D. Dods & Co., Ltd.

12



FALSTAFF:
"What money is in my purse?"
HENRY IV.

When Sir John Falstaff asked his page the above question it would have surprised him to hear that there was more than a few coppers left. Most of us are familiar with the riotous times that Falstaff had with Prince Hal as his chief companion. Falstaff was mostly broke and living at the expense of others.

IN THESE TIMES OF KEEN COMPETITION

Hardwaremen need to be careful to have stocks which find a ready sale. It will save you money and put money in your purse if when you require **BABBITT METAL, SOLDER, LEAD PIPE,** all **PLUMBING SUPPLIES** and **ALL INGOT METALS** you send your orders to

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO** Branch Factories: **WINNIPEG, MONTREAL**

Always have on hand a Box of
HARRIS HEAVY PRESSURE
The Babbitt Metal that gives excellent service.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.
7 oz. 0 17¾	6 oz.	....0 12½
8 oz. 0 19½	7 oz.	....0 14
10 oz. ...0 24½	8 oz.	....0 15½
12 oz. ...0 29½	9 oz.	....0 17½
	10 oz.	...0 19½
	12 oz.	...0 23¾
	15 oz.	...0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list) ...	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c. English pattern, 50 per cent. Galvanized washtubs, 50 p.c.

GASOLINE	Montreal	Toronto
Single bbls., per bbl.	0 21	0 18½
Bbls.		18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.....	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible..	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 16
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above. ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps 65 and 5 per cent.

Chest hinges and hinge hasps 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5 $17.40; No. 10, $19.50; No. 20 $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000). 45 p.c.

Garden City fire house hinges 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	10 p.c.
Corrugated, ½ in., ft....		0 13½
Corrugated, ¾ in., ft....		0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch...		0 05½
1 7-16 to 3 inch...		0 65

Montreal 40%. Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft.	each	$2 60
22	"	2 86
24	"	3 12
26	"	3 38
28	"	3 64
30	"	3 90
32	"	4 16
34	"	5 10
36	"	5 40
38	"	5 70
40	"	6 00
44	"	7 48

(Common Single.)

8 ft.,	each	$0 80
10 ft.,	each	1 00
12 ft.,	each	1 20
14 ft.,	each	1 54
16 ft.,	each	1 76
18 ft.,	each	1 96
20 ft.,	each	2 40
22 ft.,	each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	5 20
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	750	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS.	Per doz.	Rabone's.
1369x12, Boxwood		4 90
1626x9, Walnut pointed		4 50
1628x12, Rosewood		7 50
104x24, Triple stock (net).	21 00	
104x27, Triple stock (net).	22 00	
104x30, Triple stock (net).	23 15	

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

Round, re-acting, per doz.	81 25
Dowswell	52 50
New Century, Style A....	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in...	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75



When they leave it to you

are you able to give them the one varnish behind which you can put your unqualified personal recommendation? Can you give them

Dougall Varnish

"The Varnish that Lasts Longest"

Dougall Varnish Co., Limited, Montreal, P.Q.
Associated with Murphy Varnish Co., U.S.A.

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz..	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1¾-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2⅛	3 10
No. 7, 2 5-16	2 90
No. 8, 2⅛	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash C.P.C.	Paris 30 dys.	Green Berger's
600-lb. casks.	0 16¼	0 17¾
250-lb casks.	0 16½	0 18
100-lb drums	0 11¼	0 17½ 0 19
50-lb drums.	0 11¼	0 17½ 0 19
25-lb. drums.	0 11½	0 17¾ 0 19¼
1-lb pack	0 13¼	0 19¾ 0 21¼
½-lb pack		0 21¾ 0 23¼
1-lb tins	0 14¼	0 20¾ 0 22¼
½-lb tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea.	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE WROUGHT IRON.

Buttwelded.

Size.	Black.	Galvanized
⅛ and ⅜ inch..	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 03
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapweld.

2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	33 02	45 72
5 inch	38 48	53 28
6 inch	49 92	69 12
7 inch	70 21	96 39
8 inch, 25 lbs.	73 75	101 25
9 inch		
10 inch	94 40	129 60
12 inch	157 56	

PIPE (LEAD).

Lead pipe, 7½c! 7½p.c. off.
Lead waste pape, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl. 4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Baker's	7 50 to 11 00
Baker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 75 per cent.
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
	Per roll.
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS. Per 1,000

Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 20; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.

When the sales of a product increase largely in volume each year—for a goodly number of years. When the satisfaction it has given purchasers is national enough to make its name a by-word—to be known as the preparation for its purpose. Then, we contend, you can hardly afford not to stock this article.

Its name, oh, yes, it's Muresco, of course—the world's finest wall and ceiling finish, made and sold since 1893 with unfailing satisfaction.

Benjamin Moore & Co.,
6 Lloyd St., West Toronto.
New York, Chicago, Cleveland, Carteret, N.J.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS
DON ROADWAY TORONTO

PURE
LINSEED
OILS

THE CANADA LINSEED OIL MILLS LIMITED
WARRANTED PURE LINSEED OIL
MONTREAL & TORONTO

If your Jobber does not handle them write direct to our nearest mill.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 00
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 65	3 75	3 95
22-24 ..	3 85	3 95	4 15
26 ..	4 10	4 20	4 40
28 ..	4 35	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar		0 27
Wire solder, lb...	0 23½	0 26
Bar half-and-half, guaranteed ...	0 22½	0 23
Half-and-half, not guaranteed	0 21½	0 21½

SOLDERING IRONS.
Base, per lb.. 28 cents.

SOLDER WIPING
Acme 0 19½
Commercial 0 20
Easy 0 20½
Star Extra 0 22¼
Strictly standard wiping, 22c.

SPELTER.
Foreign, per 100 lbs. 6 00 5 55

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.

	Montreal.	Toronto.
Tin, per lb.	37½	34

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.
5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 28	0 24¼
4-ply	0 31	....

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.....	9 60	8 25
100 ft. 2¼ in...		10 25
100 ft. 2½ in....	12 25	10 65
100 ft. 3 in.....	13 30	11 00
100 ft. 3½ in.....	15 55	13 00
100 ft. 4 in.....	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz. net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden, steel wheel, doz... 32 40
Light garden, per doz. $22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side.... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

TRADE MARK

NINE LIVES



Spark Plugs, Batteries and Flash Lights



Black Cat Goods

are the lively kind

Their exceptional lasting qualities make them quick sellers everywhere, and invariably result in re-orders and re-orders.

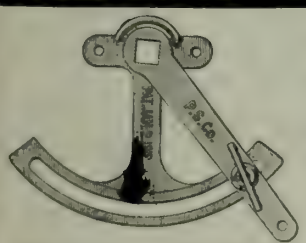
They are under a "satisfaction or money back" guarantee, and are very profitable.

Write for full particulars and prices.



Canadian Carbon Company, Limited

96 West King Street, TORONTO



Parker's Damper Quadrant.

The Most Perfect and Practical Device yet Designed for Controlling Dampers and Deflectors--

that's Parker's Damper Quadrant.

Has only two parts—lever and frame. The lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs and nuts. You can appreciate how much time and labor this saves.

Made of malleable iron and brass in four sizes. Can be fitted to either round or square ducts. Literature?



Parker
Damper Rod Clips.

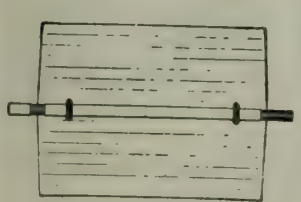
Mighty Practical Things—These Clips

They solved for good the troublesome problem of attaching rod firmly to damper without drilling and consequent weakening of the rod.

Their use affords the easiest and quickest way of constructing a durable damper.

Five sizes for square rods.

Write for Literature.



Showing Rod attached to Damper by Two Parker Damper Rod Clips.

PARKER SUPPLY CO.

Manufacturers of Engineers' and Sheet-Metal Workers' Specialties.

521 W. 45th St., New York



Red Devil Tools

Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

Smith & Hemenway Co., Inc.

CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 12
Italian red, 100 lb. kegs	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 04
Yellow ochre, barrels	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine	$8 90	$8 65
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex, Gen. (Windsor)		8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Wpg)		8 35
Moore's Pure White Lead		8 55
Painter's Perfect		7 85
Lowe Bros'. White, H.S.		8 55
Monarch (Windsor)		8 65
Purity C.O. Co.'s, Ltd.		8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior	7 90	8 30
Sterling Pure		8 45
Tiger Pure	8 40	8 35
"James Genuine"		9 65
Stephens' H. P. P. (Winnipeg)		8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per -00 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 63
3 to 5 bbls.	0 61	0 62
6 to 9 bbls.	0 60	0 61

LINSEED, BOILED.

Single bbls.	0 65	0 66
3 to 5 bbls.	0 64	0 65
6 to 9 bbls.	0 63	0 64

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal.	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Ped barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard	Montreal	Toronto
Bulk, in casks		2 30	2 40
Bulk, 100-lb. drums.		2 50	2 60
Bulk, 25-lb. drums		2 60	2 70
Bladders, in bbls.		2 80	2 90

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls.	0 67	0 70
2 to 4 bbls.	0 66	0 69

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 00
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black	0 38
Ol dEnglish Floor Wax	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾
Pure in Darmar Varnish.	0 19½

Here is a Profitable Line of Finishes to Push this Fall

There are a great many people who will be refinishing the interior of their homes with paints and varnishes to make them attractive and comfortable for the winter months. In every household there are many articles of furniture, etc., that just need a coat of Sun Varnish or Sun Varnish Stain to make them look bright and good as new. This gives paint dealers a splendid opportunity to make profitable sales in these lines by going briskly after this business for the next few months. Here are three splendid finishes for this fall trade:

CP SANITONE

SANITONE. A flat drying oil-paint for decorating interior walls and ceilings in the popular soft velvety effects. It is durable, sanitary, and artistic, and can be washed with soap and water without injury. Made in 24 pleasing shades. People are learning more and more how they can beautify their homes inside with a sanitary and durable oil-paint, instead of germ-collecting wall paper that fades and requires renewing every year or two. The fall is a splendid time to push Sanitone.

CP SUN VARNISH

SUN VARNISH. A good all-round varnish that will meet the needs of your customers for general purposes. It is made of high quality materials by expert varnish makers, and has splendid working qualities; gives equally good satisfaction on doors, store fronts, wagons, boats, porches, ceilings, etc., and inside woodwork, bathrooms, furniture, etc. Nearly every home has use for such a varnish at this time of year.

CP SUN VARNISH STAIN

SUN VARNISH STAIN. For staining and varnishing at one operation. This is an excellent product for renewing the finish on marred or shabby furniture and woodwork. It is made in all the popular hardwood shades. Sun Varnish Stain is a combination of unfading stain and durable varnish that gives great satisfaction owing to its usefulness and splendid wearing qualities.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP TRADE MARK

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in steel bbls., 21c per gal.; $3.45 per cs.; Queen gasoline, 26c per gal.; $3.95 per case; Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....	1	75
Elastic Oak	1	90
Furniture, No. 1.....	1	00
Gold size Japan	2	25
Turps, brown Japan	1	00
Crystal Damar	2	50
Oilcloth	2	25
Granitine floor finish	2	25
Pure white shellac varnish	2	20
Pure orange shellac varnish	2	00
Luminette	2	00
Best wearing body	5	00
Best gearing varnish.....	4	00
Extra light hard oil	1	90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

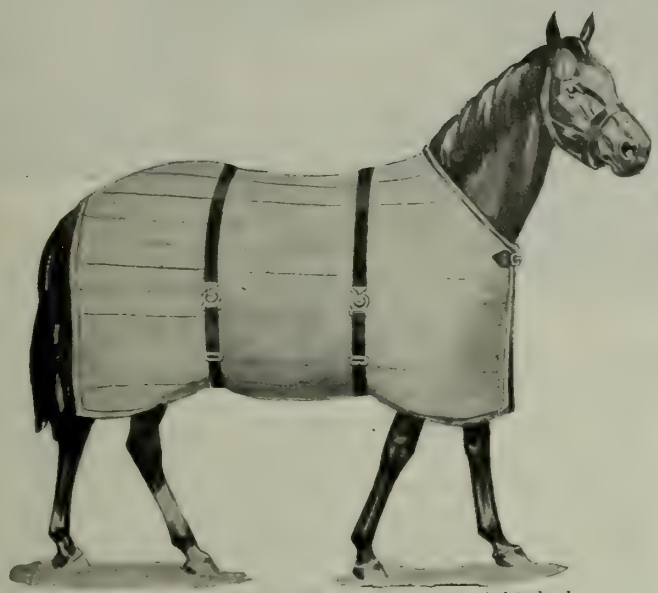
WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

HORSE BLANKETS

SHAPED



No. 538—Length 78 in., width 66 in. Medium weight duck, twilled, full lined and bound, quilted, 2-inch web surcingle.

Place your order early. The thresher gangs use large quantities of the light-weight duck blankets in the early part of the season.

Be sure your stock is complete to meet this demand.

Full descriptions will be found on Page 92 of our Thresherlogue. If your copy has not come to hand, a postcard will bring one by return of mail.

WE HAVE THE STOCK.

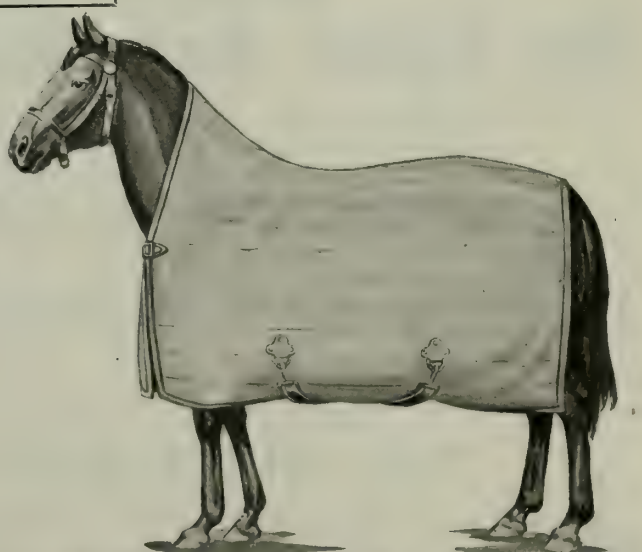
Our Thresherlogue Shows Complete Line

The blankets we stock are made to our specifications to meet Western conditions.

We specialize in extra heavy White and Brown Duck covers, rain-proof and wind-proof, heavily lined for warmth.

The lining is made from wool, which is much superior to jute shoddy.

WE SHIP PROMPTLY.



No. 536—Length 84 in., width 84 in. Extra heavy weight twilled duck, full lined and bound, quilted, square neck, with gusset, shaped hips, 1-inch leather surcingle.

MILLER-MORSE HARDWARE CO LIMITED

"THE BIG WINNIPEG HOUSE"



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right.* The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C HARRY F. MOULDEN, Winnipeg, Man.

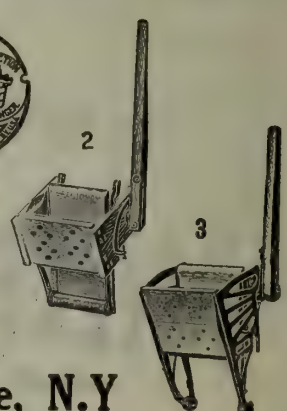
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.







Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y

DU PONT

FOR

QUICK SALES STOCK

DU PONT

SMOKELESS LOADS

THEIR demonstrated superiority for trap and field shooting is the reason for their popularity and the constantly increasing demand for Du Pont loads.

ONCE BOUGHT ALWAYS SOUGHT

One trial of Du Pont Powders convinces the shooter. "Du Pont for mine" is his reply to the "just-as-good" plea.

Stock DUPONT—bulk or dense—for field or trap shooting—to simplify ammunition stocks.

THE STORE WHICH SELLS DU PONT POWDERS IS THE SPORTSMAN'S HEADQUARTERS.

For descriptive booklets of Sporting Powders and Trapshooting, write Dept. 429-D.

DU PONT POWDER CO.

ESTABLISHED 1802

WILMINGTON, DELAWARE





THE SAW OF PROFIT AND SATISFACTION

Have you seen the Simonds Saw with the selling price etched right on the blade? When a Carpenter buys one of these saws he knows that they represent the full $2.00, $2.50 or $3.00 value which the Dealer asks for them. He has the Manufacturer's guarantee. He is satisfied with his purchase. Moreover, he is confident that you have offered him a dependable tool and for that reason he is all the more pleased because he traded with you.

On the other hand, when you sell one of these Simonds Saws with the price etched right on the blade you may be assured that this sale means a fair and legitimate profit for yourself. The sales are easily made, the saws are absolutely guaranteed, the Dealer's profit is protected. We want you to see our samples and to receive our catalog and Dealers' discounts, if you haven't already secured them. Write us at once.

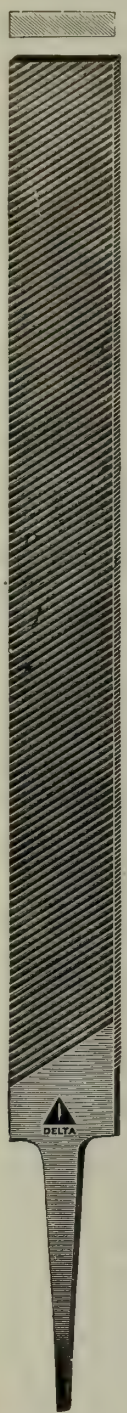
Simonds Canada Saw Co. LIMITED

Montreal, Que.

Vancouver, B. C. St. John, N. B.

Delta Files

cut time and file expense



TRADE MARK
DELTA

—that's the reason the ORDERS REPEAT

When placing your next order with your jobber for files, do not neglect to **specify the "Delta," for** it means a world of good to your business.

It is the only line of files from 3 to 24 inches that is made absolutely of crucible steel, and the result is that it maintains its keen cutting edge for an exceptionally long time.

The "Delta" is the popular file and your business will soon show it. There is a shape and size to meet any demand.

All files bearing the Delta Trade-Mark on the tang are positively guaranteed. The money is quickly refunded if any are unsatisfactory.

If your jobber cannot supply you, write us.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

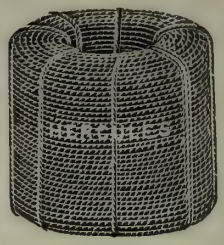
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd. Winnipeg, Calgary and Branches

LONDON HIGH GRADE BAR IRON

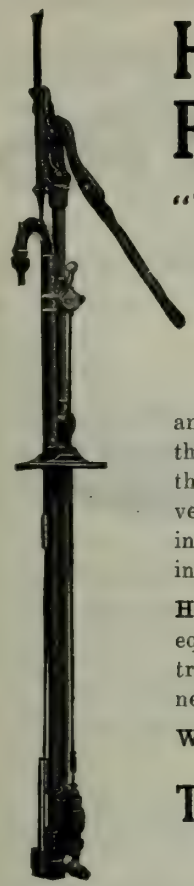
We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller-Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.

Windsor, Ontario

MONEY WALKS

as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only, is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co.

LIMITED

P. O. Box 2186 H Winnipeg, Man.

CALGARY, ALTA.
Sheet Metal Mfg. Co., Ltd.

EDMONTON, ALTA.
Edmonton Metal Works Ltd.

A Novel Feature of the

MAXWELL "Favorite" Churn



—and one which has made it popular wherever used — is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

MAXWELLS LIMITED, St. Mary's, Ont.

For Good Profit Sell

STAR BRAND SOLES

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

TANNERS

Toronto **Montreal**

"Millers Falls"

Bench Drill Press No. 210



The Drill You Need

to be sure of sales is

"Millers Falls"

BENCH DRILL PRESS

No. 210

because it has precisely the qualities that appeal to the average man, and the price is right. It's a finely made tool — simple, compact and easy to handle—the kind of tool that makes a good impression at sight.

HAS THESE FEATURES:

Instantly changeable feed; adjustable crank, extensible from 3" to 6" radius; table with swivel arm and vertical adjustment of 2"; Star Chuck, with protected springs, taking round shanks 0 to ½"; height 24"; net weight, 22 lbs.; neatly finished in French gray with red trimmings.

This Drill sells easily and should be in your stock.

MILLERS FALLS CO.

Millers Falls, - - Mass.

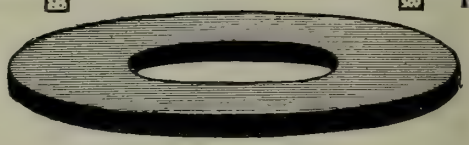
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

BROOMS

OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50

Beaver - $4.25

Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.

Hamilton

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company

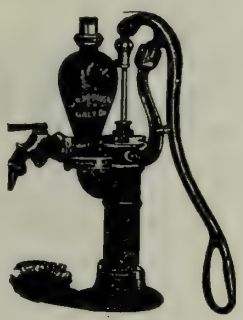
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PORT ELGIN ONTARIO

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

HOODS L[TD.] BIRMINGHAM ENG.

Cables: HOOD

TRADE  MARK

Banker: BANK OF ENGLAND also LLOYDS

WILL SHORTLY OPEN

SHOWROOMS

With an Interesting Assortment of

Enamelledware, Aluminiumware, Locks, and General Hardware, Etc., in Toronto, Winnipeg, Regina, Edmonton, Vancouver, Etc.

FULL PARTICULARS OF DATE AND ADDRESS WILL BE ANNOUNCED IN THE LEADING LOCAL DAILY PAPER.

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont

BUFFALO



Harvest Specialties

Special Cylinder Oil
Gas Engine Cylinder Oil
Ideal Engine Oil
Castor Machine Oil
Solid Oil
Axle, Cup and Crank Pin Greases
Belt Dressing
Boiler Compound

Are all of the highest quality obtainable.
We protect the dealer by refusing to sell direct to consumer.
One good turn deserves another.

Order Now

Prices Right. Shipments Prompt. Satisfaction Guaranteed.

Prairie City Oil Company, Limited
WINNIPEG, MAN.

Many Good Sales

will result from handling the BT line of

FRUIT-PICKING LADDERS

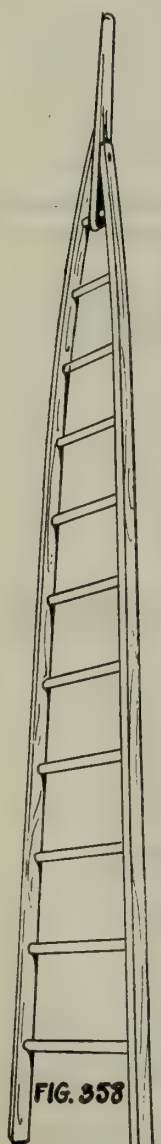
Figure 358 illustrates our **Single Fruit-Picking Ladder** which is provided at one end with a three-foot pole, secured to the last round, and bolted on both sides. This makes the ladder lighter and enables it to be easily placed in the branches where it rests easily.

Made of the best Southern Pine and is trussed with 3-16 inch steel wire.

Figures 352 and 353 show how our **Fruit Step Ladder** can be changed into a single ladder and vice versa.



Fig. 352



There is a distinct advantage in the three legs in that it can be used without danger of tilting up on uneven ground. The rounds upon both parts make it possible for two persons to use the ladder at the same time.

The Hinge on the BT Fruit Step Ladder makes it just as secure when extended as a common ladder. It consists of one piece of sheet steel, bolted to each of the lower risers. The upper portion is fastened on both sides by a strip of steel. When extended the top part of the hinge can be locked to the tower assuring great strength and reliability.

Drop us a card for prices, etc.

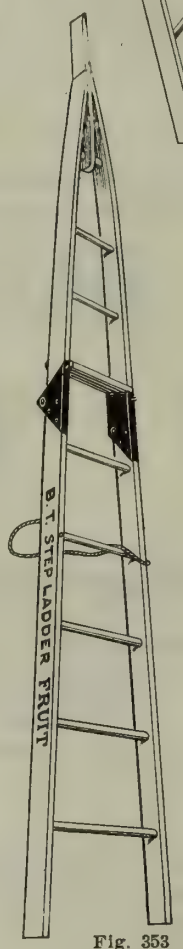


Fig. 353

BEATTY BROS.

Limited

Fergus - Ontario

Lundy Shovels

will give your customers a maximum of service and satisfaction.

They are made of Open-Hearth Crucible Steel and have **double-ply** straps and **cold-rolled** blade point. These are reasons why the Lundy is exceptionally strong and durable. You'll take out the best insurance against complaints and lost customers if you stock and boost these shovels.

We make 3 grades so as to completely meet the demands of the trade.

Each and every grade is finished very attractively.

A trial of the Lundy will convince you of its excellent selling qualities.

If your jobber cannot supply you, write us and **we'll ship quickly.**

The Lundy Shovel & Tool Company, Limited

General Office and Works: Peterboro, Ont.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.

A Powerful Canadian Story

A new serial story has been started in the August issue of MacLean's Magazine that YOU will want to read. It is not often that you find a story that appeals to you in every way. This one will. It is strong, readable, clean—and Canadian.

There are three elements that are needed to make a good story—Adventure, Mystery, Love. "Twisting Trails" has them all. It has the convincing appeal of realism; it has plenty of action—not too much—a thrilling mystery that is not cleared up until the finish; a heroine who steps right out of the printed page and becomes to the reader a real, flesh-and-blood person. There is nothing of the taint of modern day fiction about this tale of Northern Ontario. Not complex in theme or doubtful in treatment. Just a strong narrative of a stirring series of adventures, told with all the charm and graphic power of this well-known young Canadian writer.

In fact, just the very type of story YOU like to read.



Rea Straine, the central figure of Pinkerton story "Twisting Trails."

"Twisting Trails"

The story of a fight for a gold mine

Robert E. Pinkerton's new story, "Twisting Trails," centers around a struggle for the possession of a valuable mine. Two pretty girls are introduced into the story and both become lost on the trail to the mine. Enter the villain, a detective, a college student; and the stage is set for a story that has the unusual attraction of being new—quite distinctly original, not an old theme rearranged and rewritten.

He writes of the life he knows

There's another reason why this story grips the interest from start to finish. The author is writing of the country and the life that he knows. Robert E. Pinkerton and his wife live in a six-room cabin, built entirely by himself, in the bush eight miles from Atikokan, Ontario. Their only means of communication with the outside world is by canoe in summer and dog-team in winter. There they work—for Mrs. Pinkerton is a successful writer and collaborates with her husband in all he does—free from the distractions of modern life, aided to true standards by close communion with Nature and their life in the open. They expect to live in the woods for the rest of their lives.

Mr. Pinkerton has out-Londoned Jack London. Newspaper reporter, editor, press agent, bull cook, Indian trader, trapper, guide, farmer, fisherman; he has been them all. All of which explains why Robert E. Pinkerton writes stories that are full of human interest, that breathe familiarity with life in all its phases. And which explains also why no one can afford to miss the opening installment of "Twisting Trails"—for the new serial is one of Mr. Pinkerton's very best pieces of work.

Send for a free copy of the August issue to-day. Clip out this coupon and address to MacLean Publishing Co., 143-153 University Ave., Toronto, Department F.

COUPON

Send free copy of August number of MacLean's Magazine to

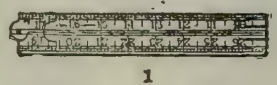
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Hardware and Metal's Electro Service

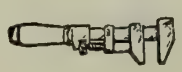
AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.


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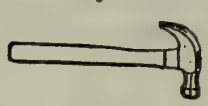

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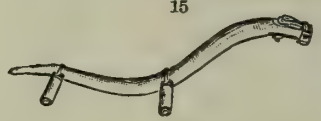

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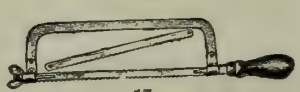

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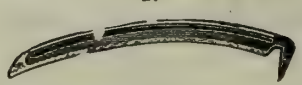

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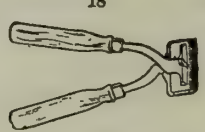

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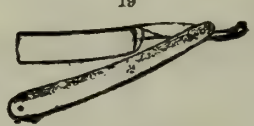

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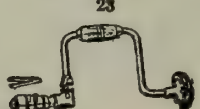

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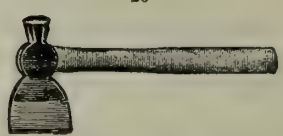

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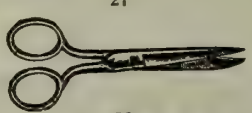

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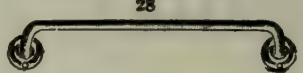

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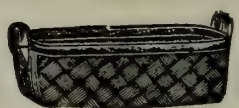

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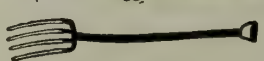

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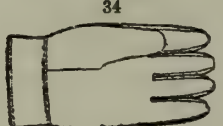

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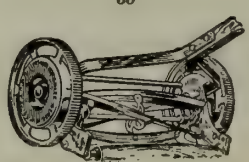

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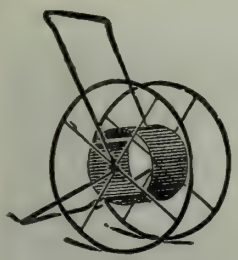
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HARDWARE AND METAL ELECTRO SERVICE

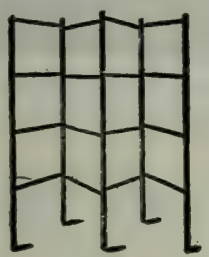

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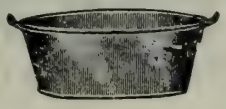

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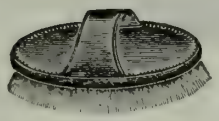

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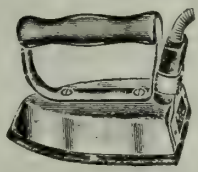

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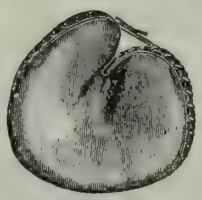

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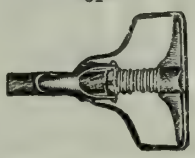

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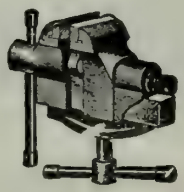

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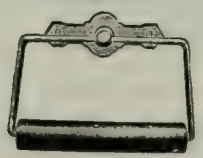

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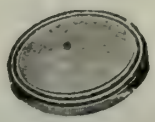

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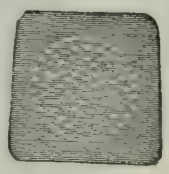

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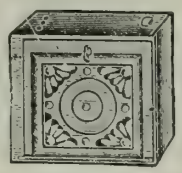

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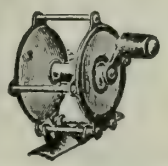

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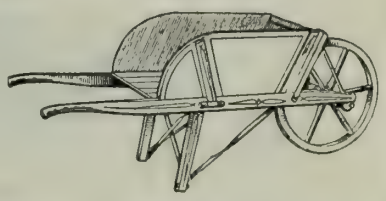

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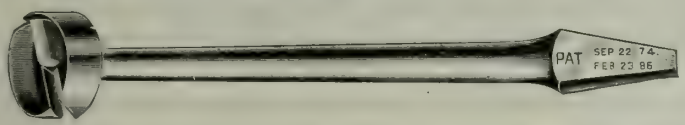
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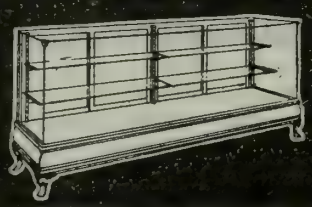
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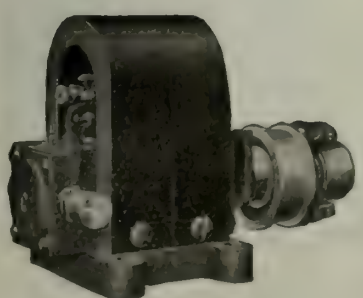
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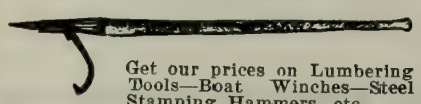
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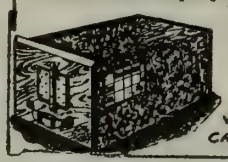
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are unequalled for cutting and wearing qualities.



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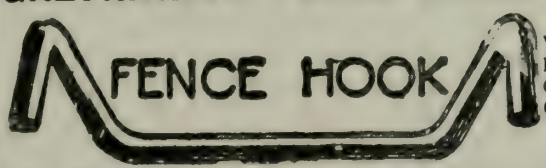
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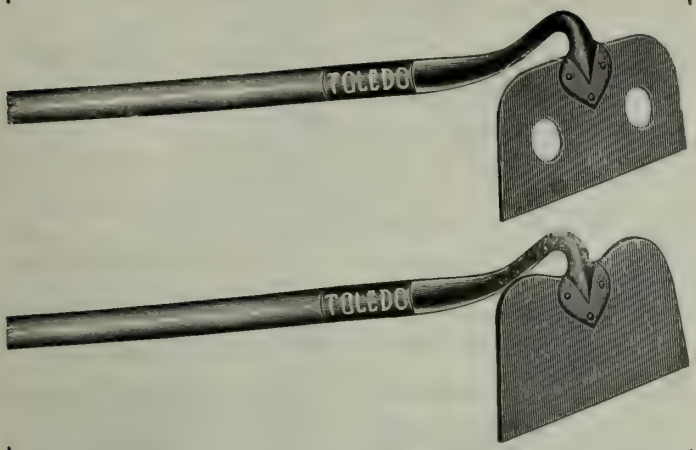
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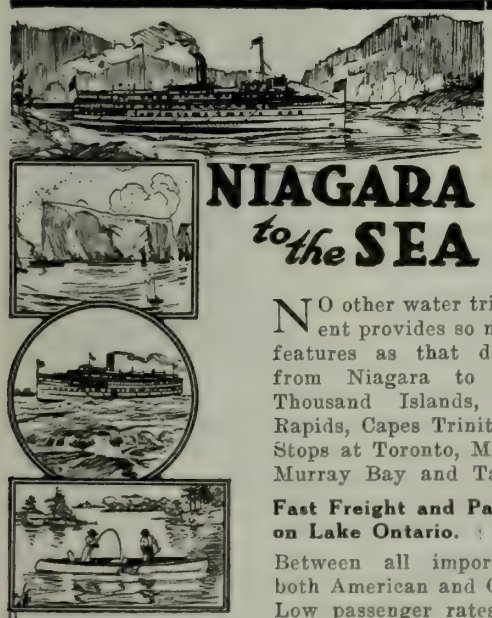
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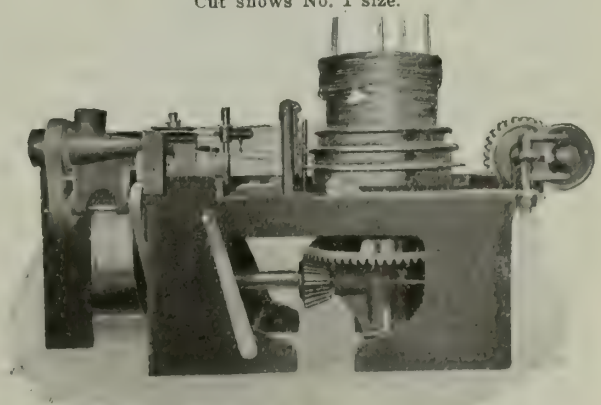
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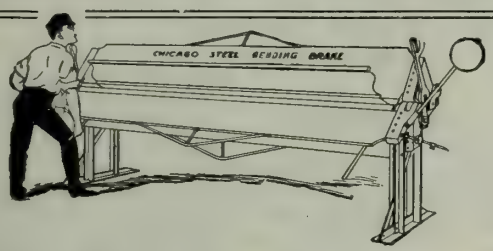
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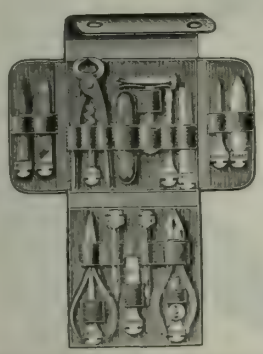
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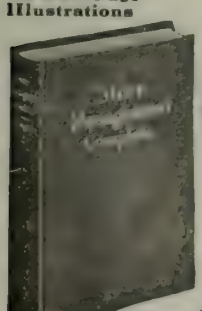
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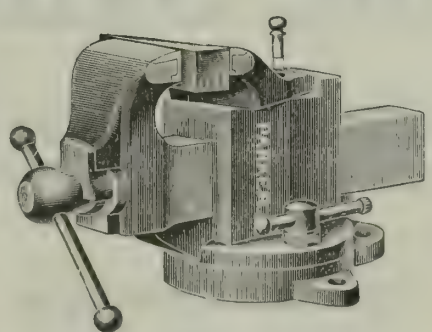
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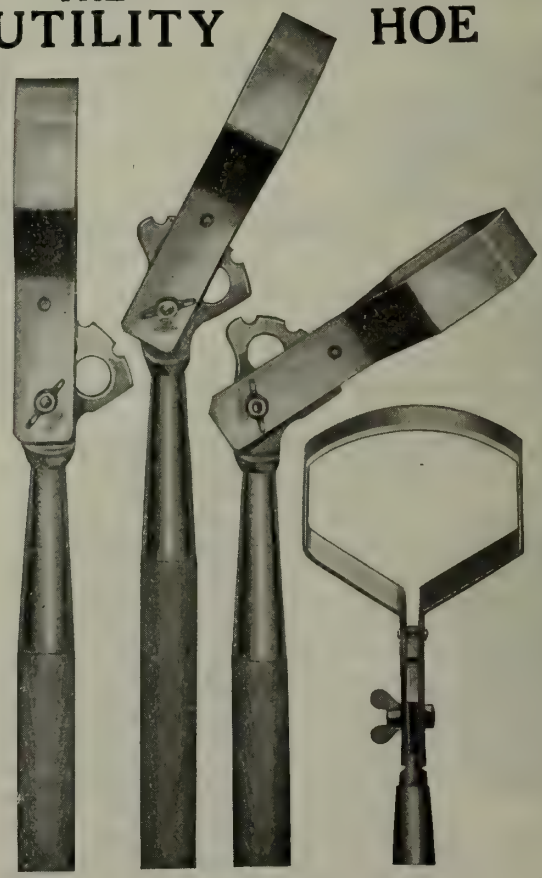
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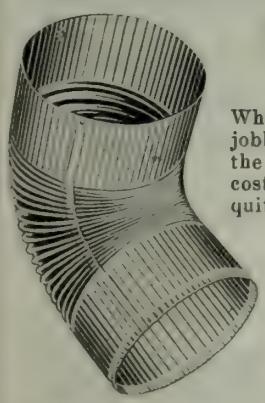
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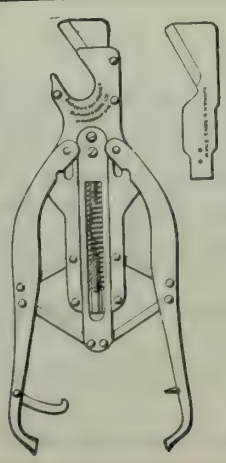
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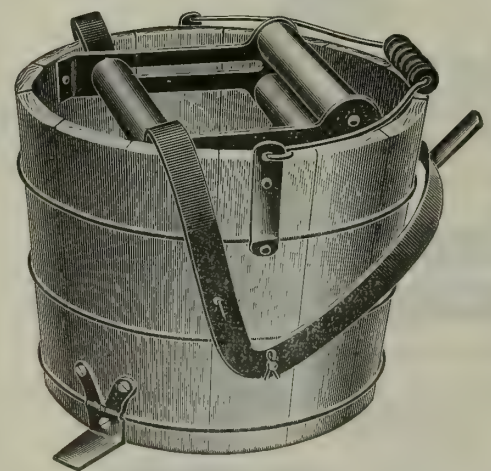
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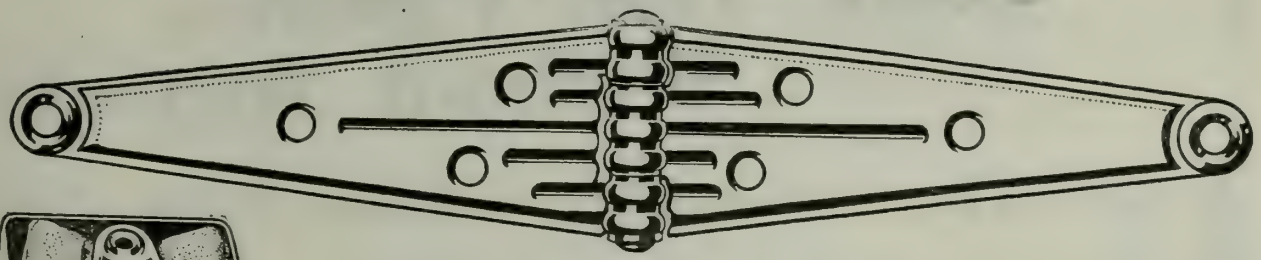
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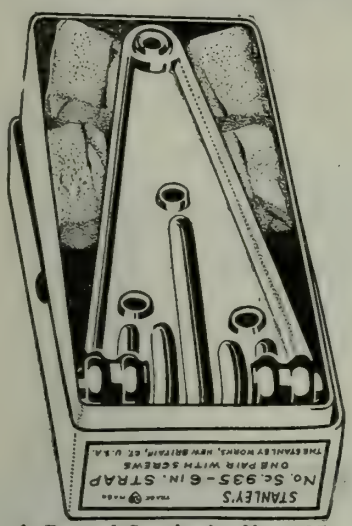
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Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.
Clements Mfg. Co., Toronto.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Wash Tubs.
Wm. Cane & Sons Co., Newmarket, Ont.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.
London Foundry Co., London.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.
C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

Window Screens.
Sanderson, Harold Co., Paris, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barns Mfg. Co., St. Catharines.



Bank Your Profit Without Anxiety

when you have sold a Ross Rifle

There is satisfaction in every barrel, whether 22 Calibre Cadet, the ever-popular .303 Sporting, or the best of all big game rifles, the Ross H. V. .280. Each in its class is a winner and purchasers cannot fail to be satisfied.

Now is the time of the most active demand. See that your stock is complete.

Ross Rifle Company

QUEBEC, CANADA



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

Canadian Factory: Hamilton, Ont.

Vancouver Branch: 109 Powell St.

BLACK STEEL SHEETS, TIN PLATE

Apollo, Queen's Head and Fleur-De-Lis Galvanized Sheets

We issue a monthly stock list. We'll send it to you regularly upon receipt of a card.

Our shipping facilities assure prompt delivery, and our prices are reasonable.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

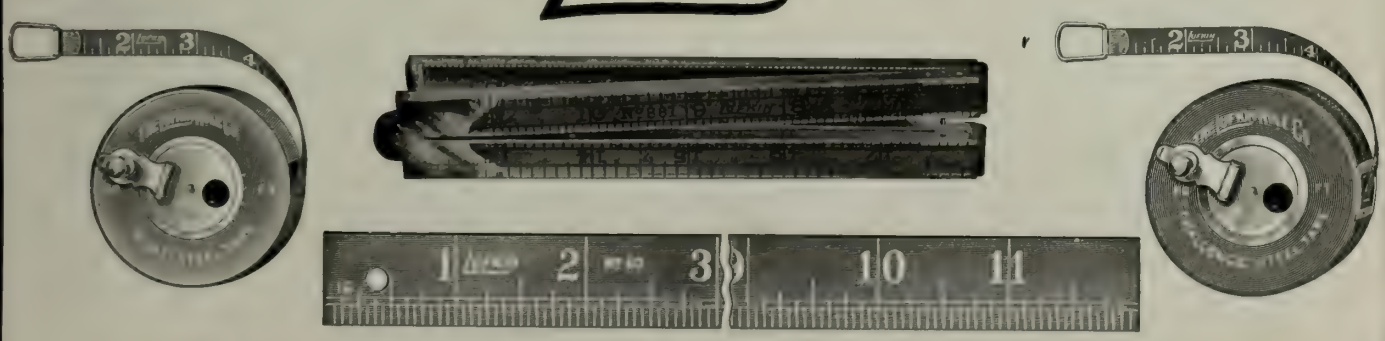
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



"Sure, Mine is an O-Cedar Mop"

"Why, I would not even try to keep house without it. You have no idea the hard work and time it saves me."

That's the verdict of 1,000,000 enthusiastic users of the O-Cedar Polish Mop. Every one of them satisfied.

The O-Cedar Polish Mop

(Made in Canada)

affords practically every hardware dealer in Canada an excellent opportunity to effect more sales.

This mop makes a hit with the housewife because it gets into every crevice and corner, and makes it easy to clean those hard-to-get-at places, such as between the banisters, tops of high furniture, under the beds, between the radiators, etc.

The O-Cedar is extensively advertised in the daily papers in the important cities from coast to coast in Canada, also in the largest and most popular magazines. Housewives in your vicinity are reading about its advantages—let them see it in your window and they'll buy.

The O-Cedar is sold on the "satisfaction or money back" principle.

Full particulars?

Channell Chemical Co. Limited

369 Sorauren Ave.,
Toronto, Ont.



Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 32

August 8, 1914



Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

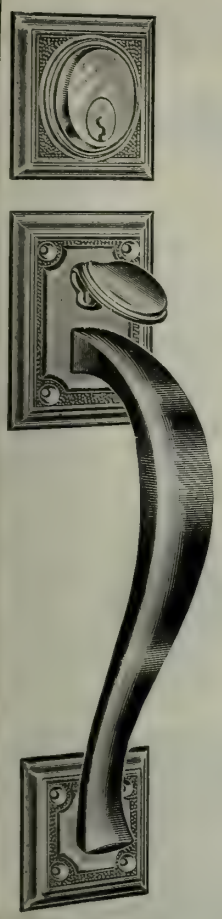
Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



Richards-Wilcox

BALL-BEARING GRINDSTONES

are without an equal for STRENGTH, EASY-RUNNING and DURABILITY.

Genuine Berea Grit

THE LINE

No. 300—"Cycle." No. 025—"King."
No. 400—"Victor." No. 320—"Family."

All Ball-Bearing and Guaranteed

PUT A COUPLE OUT IN FRONT AND LET THEM SELL THEMSELVES.

Richards-Wilcox **CANADIAN COMPANY, Ltd. LONDON, ONT.**

BE SURE THAT YOU STOCK YOUR MOTOR SUPPLY DEPARTMENT WITH

CARBORUNDUM *Valve-Grinding Paste*



THE fastest, cleanest-cutting valve-grinding paste made—for all motor engines.

It's a mixture of the hard, sharp, fast-cutting Carborundum grains and a high-grade grease.—Cuts the carbon, removes the pit marks quickly, easily.

Put up in neat outfits, single tubes and pails—coarse and fine. Ask about the display cartons.

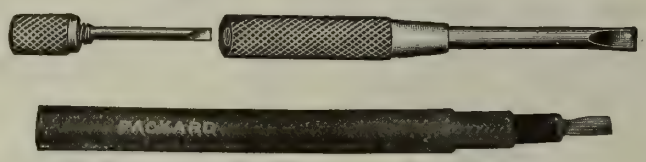
Have you entered the great Leaders of the world window display contest?



Valve-Grinding Outfit for the car owner. Two tubes, coarse and fine. Carborundum cloth for general use.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

Thousands of High-Grade Automobile Supplies in Stock at Our Various Warehouses



We carry the most complete line of Automobile and Motor Boat Supplies in Canada. Our lines consist of only standard equipment as used on the best-known cars.





Now is the time to be thinking of the fall supplies that every car must have. Send for our catalogues and be prepared for securing your share of the business.

Use our catalogues as your own and secure prompt shipment from our nearest warehouse.



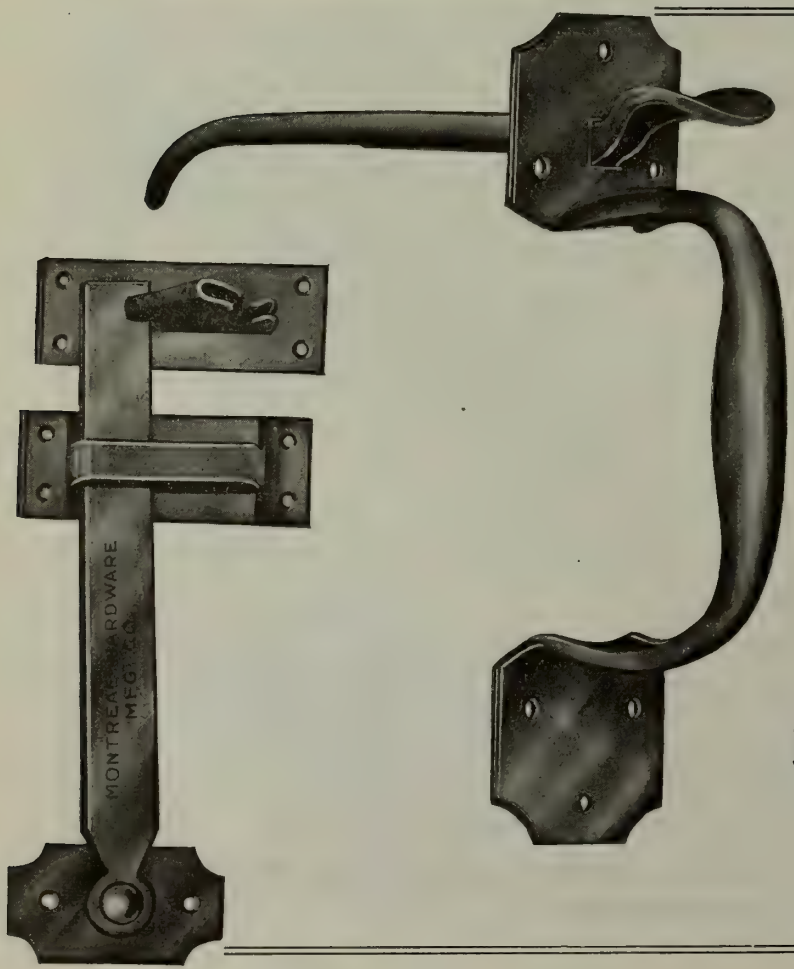
The Canadian Fairbanks-Morse Co.

LIMITED

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.



Canada's Departmental House for Mechanical Goods



No Need to Worry About Quality —

M. H. Brand

is as good as is made and will meet the requirements of your customers.

Materials, Workmanship and Finish of the highest order.

PRICES—? Very favorable.
Let us send them to you.

Montreal Hardware Mfg. Co., Limited

MONTREAL

Summer Time Is Fly Time

"With slime and filth they cover their feet:
Then wipe it off on our bread and meat."



Swat him; catch him; kill him. He is a dangerous, filthy pest.

How about your stock of fly-killing devices? Are you prepared to meet the summer demand?

We carry a Complete Assortment.—Novelties for those who wish to try something new—old stand-bys for the more conservative.



FLYSAC

The Best Tape Fly-catcher on the Market.

Stocks well and Packs well, Cleanly to handle. Tape pulls out to 27 inches in length, ¾ inch wide; Evenly and Thickly Coated with a Sure-catching Gum. **They Get On and Stay On.** List price per box of 50, $1.60.



BIGELOW FLY KILLER.

So constructed of Fine Wire Tufts that it kills without mashing the fly. It allows the air to pass through the wires and doesn't create a draught to blow away the fly when striking.

Broom Shaped, Tinned Wire Head, 5 x 4½ inches. Black Enamelled Hardwood Handle; Brass Ferrule. Length over all, 15 inches. List Price per dozen, $2.10. One dozen in a box.



BALLOON FLY TRAP

One of the best means yet devised for catching large numbers of flies in a small space.

Tinned Wire Body, Tin Bound Edges, Red Stained Wood Bottom. Height 6½ inches, diameter 5¼ inches.

List price per dozen, $2.70. One dozen in a carton.



TANGLEFOOT FLY PAPER

Economical, Sanitary. Always a good seller. Preferred to Poison Fly Paper or Liquid Poison as it doesn't let the flies get away to fall into the hash, butter or gravy.

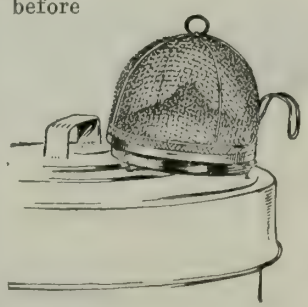
Size of Sheet 9 x 16 inches.

25 Double (50 single) sheets in a carton $0.84
250 Double (500 single) sheets in a case..... 7.50

OUTDOOR FLY EXTERMINATOR.

Catches them in their breeding places in the stable and around the garbage can, before they get into the house. Same principle as the Balloon Trap, but heavier and reinforced with guard wire.

Can be set on shelf or table, fastened to the garbage can or barrel or anywhere, Brass Plated Wire, Brass Plated Tin Bottom. Height 5 in., diameter 4¼ in. List Price per dozen, $5.80. One dozen in a box.



LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



FOR many years past the front covers of Hardware and Metal's Annual Spring and Fall Numbers have portrayed in an artistic way the progress and prosperity of Canada.

Reproduced from original paintings by Canada's famous artist, C. W. Jefferys, they have always won praise for the timeliness of their subject, no less than for their excellence as works of art.

The cover of this year's Fall Number, to be issued August 22, will surpass all our previous efforts in both these respects.

In view of recent events, Canada's grain crops will, this Fall, bring her farmers more money than any previous harvest.

A goodly share of the farmer's income is always spent in his hardware store. And Hardware and Metal's Annual Fall Number reaches every Canadian hardware merchant just as the farmer is cashing in on his crop.

Under these circumstances, manufacturers whose product is sold through the Canadian hardware trade should see that their goods are impressively advertised in Hardware and Metal's Annual Fall Number; for the advertisements in this number are bound to have a strong influence on the purchases of the Canadian trade during the next few months.

Have You These Ready Sellers in PEARL and DIAMOND WARE?



Potato Pots



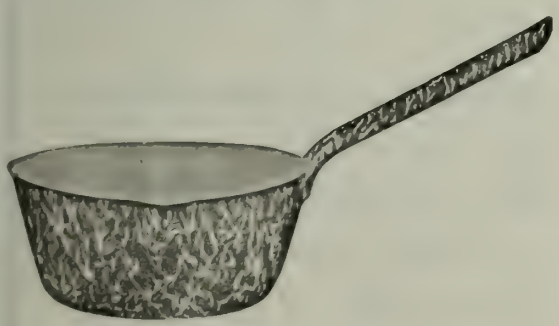
Berlin Kettles



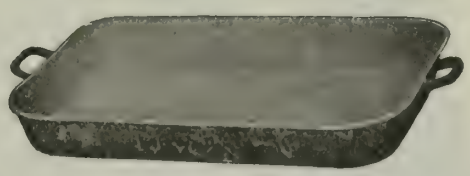
Gem Roasters



Rice Boilers



Sauce Pans



Roast Pans

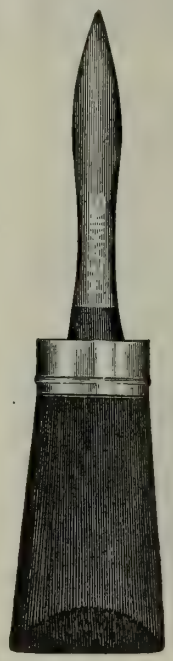
Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

You can fool some of the people some of the time and all of the people some of the time—but you cannot fool all of the people all of the time.

—Abraham Lincoln.



Don't try to "put over" an inferior brush for the sale of a little larger profit. While it may be very profitable at the start your brush trade will dwindle away to practically nothing.



Meakins Brushes
are the quality kind

They give the satisfaction essential to a large and increasing brush trade. The bristles are tight and have just the right amount of flexibility to make painting easy.

Get one from your Jobber. Try it yourself and see.

Catalog on request.

Meakins & Sons, Limited
Hamilton, Ont.
Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL.

Build Your Trade with the Builders

¶ The biggest buyers of hardware are builders. One big item in most builders' bills is Rogers' Portland Cement. The building trade in your district will come to you if you sell the cement that they know is best.

Rogers' Portland Cement

Write to-day for our agency proposition. We will assist you to capture this trade and at the same time carry only a small stock of cement.

ALFRED ROGERS, Limited
28 West King Street, Toronto

N. J. DINNEN & CO.
Western Sales Managers
WINNIPEG, MAN.

SAMSON AXES



Have the balance and weight in the right place for a swift, true, hard stroke.

QUALITY AND FINISH

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE LIMITED

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

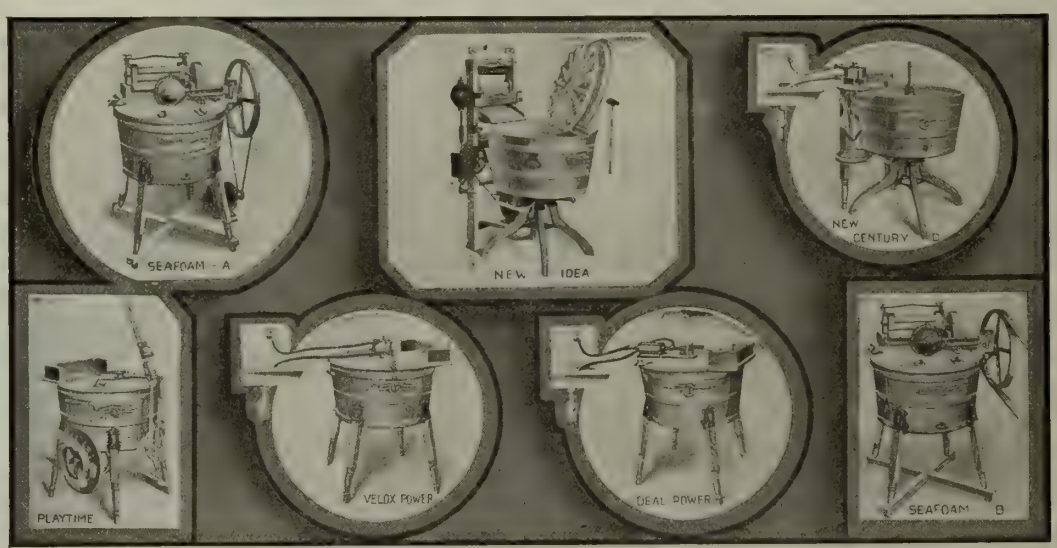
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

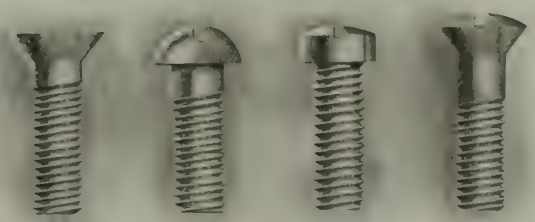
THE STEEL COMPANY OF CANADA LIMITED

ROLLED AND CUT-THREAD

MACHINE SCREWS

—IN—

Flat, Round, Fillister and Oval Heads



IRON, BRASS AND BRONZE

Large Stocks in Leading Sizes. Specials Made to Order.

Write us for list and discount.

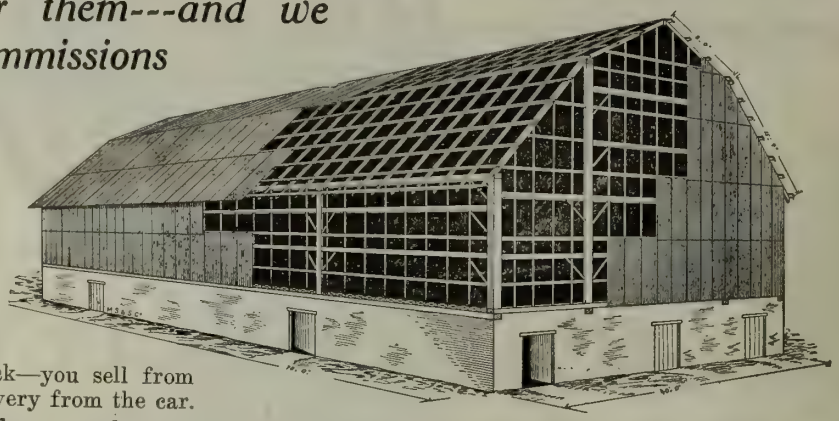
Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

Be our agent for

Acorn Quality Corrugated Sheets

There's a big field for them---and we pay liberal commissions



"Every sheet of corrugated galvanized iron sold by us will stand the British Government Acid Test, the severest test known for galvanized iron. This insures you and your customers of an iron that will give you years of good service."

We can furnish them in any gauge desired.

You do not have to carry a large stock—you sell from catalog and the consumer takes the delivery from the car.

Write about proposition and how we help you make easy sales and big profit.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Head Office: PRESTON, ONTARIO

FACTORIES AT

MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg

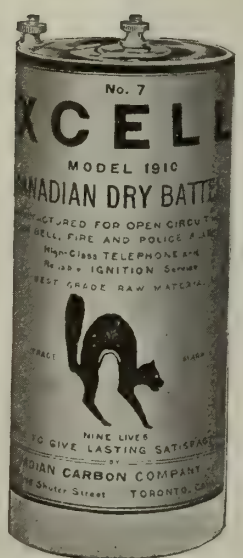
TRADE MARK

NINE LIVES

"BLACK CAT"

BATTERIES

You'll have a lively business with these NINE LIVES Goods



Black Cat goods are an investment that pays big dividends.

They give the satisfaction essential to procuring a consistent good trade.

Each and every article in the Black Cat line is **guaranteed** to give the utmost satisfaction, and any failing to do so will be replaced or the money will be refunded, if desired.

Get in on this good line now. Write for full particulars and prices.

CANADIAN CARBON COMPANY, Ltd.

96 West King St., TORONTO

Be sure to get our prices

before placing your order for next season's Lawn Mowers

We have issued prices to jobbers throughout Canada for the 1915 *season.*

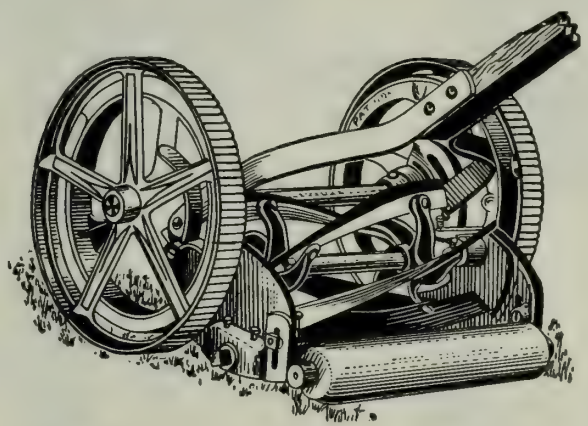
Our prices are lower than imported machines, and the quality is undoubtedly better.

Besides getting better quality and lower prices, by buying these "MADE IN CANADA" goods, you will be handling a line with a record of good service, and which has back of it the following **guarantee:**—

If for any reason, at any time within one year from date of purchase, the Taylor-Forbes purchaser is not completely satisfied, we insist on giving him a new machine or refunding his money.

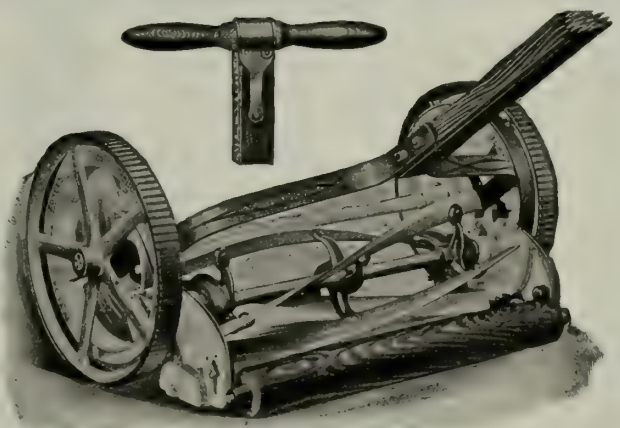
AND REMEMBER — every sale nets a good, substantial profit.

If your jobber does not handle Taylor-Forbes Mowers, write us direct for prices.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil-tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass-box attachment.

Taylor-Forbes Company, Limited

Head Office and Works: - - GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - - London, Eng.
H. G. Rogers, - - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

NICHOLSON MADE FILES

YOU'RE AS SHREWD AS THE BEST IN THE BUSINESS

when it comes to buying Nicholson-made-files. One price to all—no more, no less.

When you place an order for Nicholson-made-files—you're charged exactly the same figure as the other 10,000 Nicholson dealers pay for the same file in equal quantities.

There's satisfaction in knowing that no other dealer can "beat" you on price. And when it comes to quality—the Nicholson dealer has all the points in his favor.

With an output of 50,000,000 files per year, we can absolutely control every step in the making of our files. From the elements that give our steel its peculiar toughness to the automatic machines that make Nicholson - made - files uniformly "feel" and "draw" right.

Sell more Nicholson-made-files to your trade—and hold their good-will and your profit.

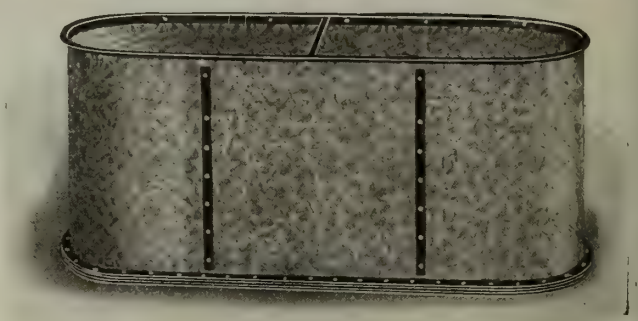
BRANDS:
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

NICHOLSON FILE CO.
PORT HOPE ONT.

"FILE FILOSOPHY"—A 50 years' education on Files in an hour, and our Catalog, sent FREE on request.

The Wayne

Galvanized Steel Tanks and Troughs



Good to sell because--

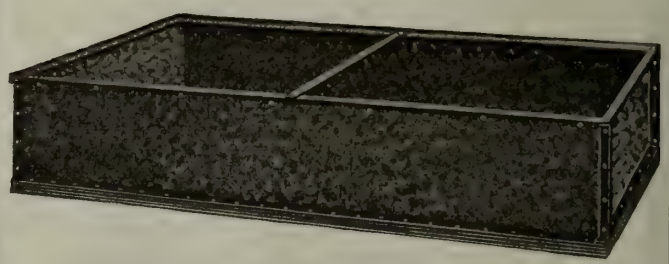
they are far superior to the old-time wooden kind.

They stand the roughest usage, and will not dry up and leak in summer or freeze and burst in winter.

They are easy to move wherever the water supply may be, and they always look good.

A trial will convince you that they are very profitable and reliable.

Write for catalog and prices.



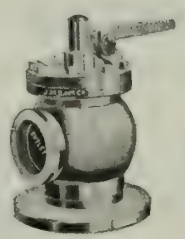
The Wayne Oil Tank & Pump Company

Woodstock, Ont.

MORRISON
BRASS VALVES







Valves built for **service** are the valves that make satisfied customers.

No Morrison Valve is ever shipped from our factory without a thorough test—a test which makes the Morrison Guarantee of Quality possible.

Our complete line of Brass Valves and Cocks includes a style of valve to suit every purpose. The design, the materials, the foundry and machine work, the price, every detail that can go to make a valve that will satisfy is RIGHT.

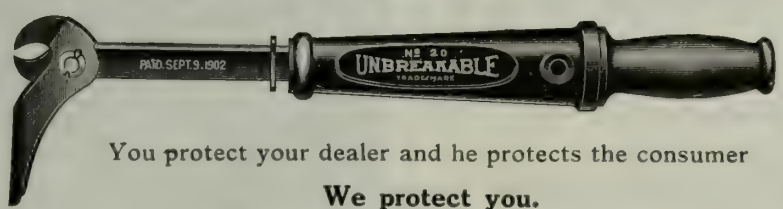
ASK FOR OUR CATALOGUE OF BRASS GOODS.

The James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



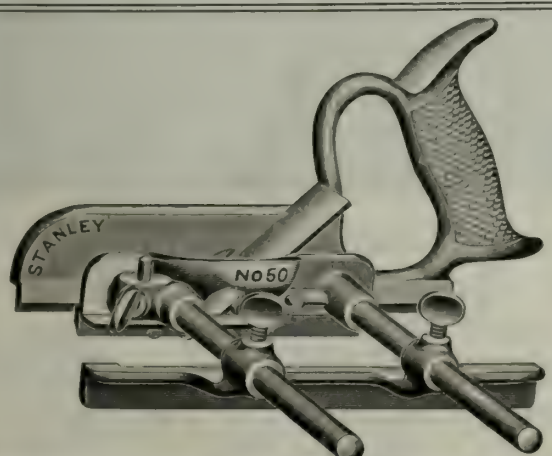
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



Stanley Tools

STANLEY NO. 50 PLOW, BEADING AND MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

APOLLO KEYSTONE GALVANIZED SHEETS

COPPER BEARING WEATHER WEARING RUST RESISTING

The best sheets on the market for Roofing, Siding, Guttering, Cornices, Pipe, etc., and for all exposed Sheet Metal Work.

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

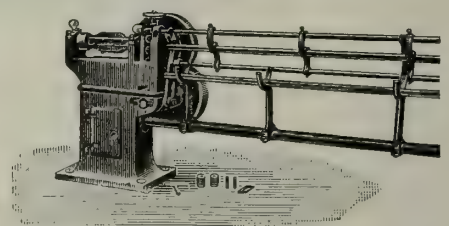
Ed. Brand Engineer Specialist in Wire Machinery

Wants Your Enquiries for

Wire Machinery

of all kinds

WIRE WEAVING LOOMS.
WIRE CRIMPING MACHINE with Auto Cut-off.
Wire Straightening and Cutting Machines.
Wire Netting Machines (diamond and square mesh).
Wire Mattress Machines.
Electric-Welded Chain Machines.
Machines for making all kinds of articles from wire.



A Modern Wire Straightening and Cutting Machine.

96 Victoria Street, London, S.W., England.
Cables: Wyrellous, London. Code: A.B.C. 5th Edition.

St. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



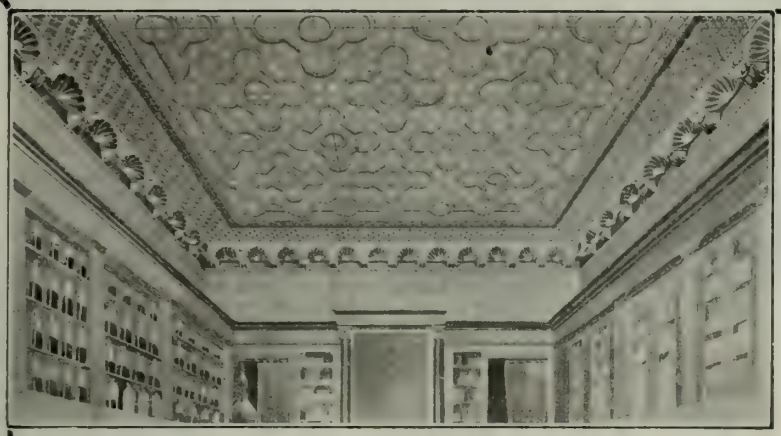
¶ We use only the best Canadian 2nd Growth Rock Elm in our stock

¶ The finish is unequalled and special care is taken in Branding.

THEY LOOK WELL, SELL WELL AND LAST WELL

Get your order in now, and avoid the Fall rush.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont.



TAKE a pencil right now and jot down the prospects in your immediate neighborhood for "Metallic" Steel Ceilings: The field is practically unlimited, and there is big money in it for you.

"Metallic" Steel Ceilings

are made in many beautiful designs, appropriate for various interiors—with borders, friezes and dados to match. From every standpoint—**Fire protection—Beauty—Utility — Durability — Cleanliness — Economy,** "Metallic" Steel Ceilings and Walls are the most desirable interior decoration.

All you need is our illustrated catalogue "H" and price-list. Send for both now and size up the profit there is in "Metallic" Building Materials for yourself.

The Metallic Roofing Co., Limited

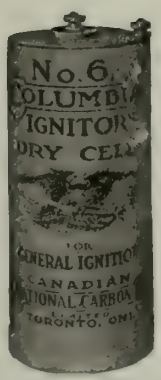
Toronto **Manufacturers** **Winnipeg**

"COLUMBIA"

THE BATTERY WITH A REPUTATION

COSTS NO MORE

Columbia Batteries are known the world over for their honest work, long life and steady action.



LASTS LONGER

Honest Energy for engines, bells, tractors, autos, telephones, and all hard-working Battery service. Quarter century reputation.

We will be pleased at any time to furnish you with advertising material to be used for window dressing. Write us for a supply.

THE MAINER ELECTRIC COMPANY LTD.

WINNIPEG, MANITOBA

Kynoch's Loaded Shot Gun Shells

BONAX



Smokeless

Loaded with K. S. G. Smokeless Powder

12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT 1. 2. 3. 4. 5. 6. 7. 8.
NO. 1. SHOT AND SMALLER CHILLED, 25 in a BOX, 500 in a CASE.

KYBLACK



Black

Loaded with Kynoch Black Powder

10 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6.
12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.

All K.B. Shells Loaded with Drop Shot, 25 in a box, 500 in a case.

Kynoch loaded shells may be procured from your jobber.

For the convenience of the trade we are carrying a large stock of all the above loads in Montreal.

Write for a copy of our Ammunition Catalogue.

KYNOCH LIMITED, BIRMINGHAM, ENGLAND

Canadian Representative:

A. MACFARLANE & CO.

Coristine Building, Montreal

RONUK WEEK

SEPTEMBER 14 to 19
IS THE DEALER'S OPPORTUNITY

Every dealer who handles Ronuk will be supplied with sufficient 10c. size tins to distribute free to everyone who presents a coupon from an advertisement.

These are **not** little sample tins but the size that sells regularly at 10c —a generous sample sufficient for a thorough test.

Ronuk "makes good" wherever it is tried—that's the reason we offer this opportunity to everyone to try it and the reason this sampling campaign will make permanent customers for you.

Everyone who comes into your store to get the free tin is a prospective customer for you—here is your chance to get in touch with all your "prospects" at our expense.

Ronuk week will be advertised heavily in the newspapers of every town where the goods are on sale. Everyone will see the ads. and have a chance to clip the coupons and get a free tin.

There are no "strings" of any kind to this offer—no purchases necessary on your part or the consumer's in order to get the free tins.

Are **you** going to get in on it?

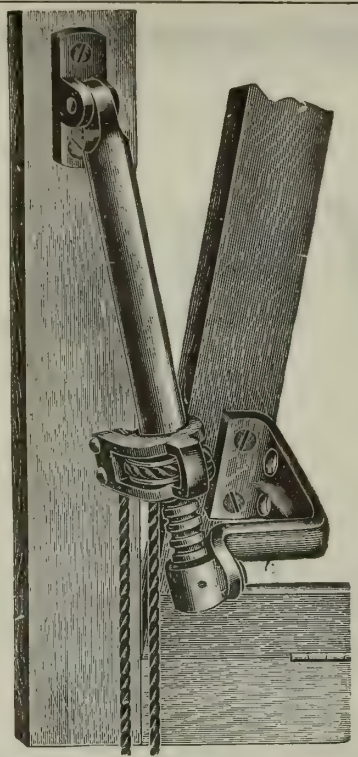
For further information about Ronuk Week address

RONUK LIMITED

53 Yonge St., Toronto

Factory:
Portslade, England

91-93 Youville Sq.
MONTREAL



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD 1809 **EVERED** & Co LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

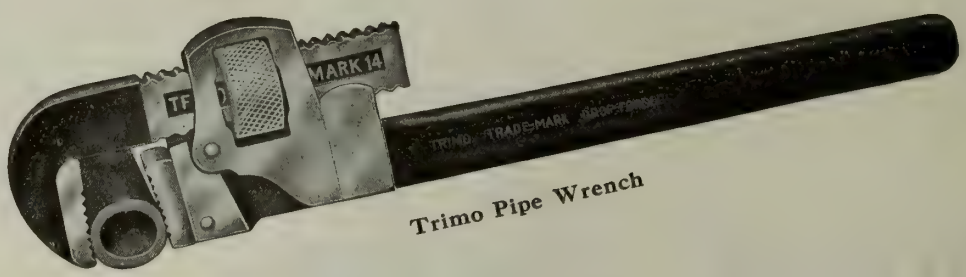
Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

THE PREMIUMS WE OFFER

To the Purchasers of Trimo Tools Are

STRENGTH ***ECONOMY*** ***DURABILITY***

One-Quarter of a Century of Wrench Production is Behind Us.



Trimo Pipe Wrench

MANUFACTURED BY

THE TRIMONT MFG. CO., 55-71 Amory St., Roxbury (Boston), Mass.

SEND FOR CATALOG No 150

Promotes Safety and Builds Sales

You are familiar with the "Safety First" movement. You believe in it. These things we take for granted.

The big problem in this movement is the education of the great, general public. You as a merchant can share in this work and at the same time benefit by it.



Copyright by Underwood and Underwood, New York.

One way in which you can both *do* your share and *get* your share is to sell

PLYMOUTH MANILA ROPE

the safest, most reliable rope money can buy.

Another way is to educate buyers to use large enough sizes and to have working conditions right — pulleys big enough, loads not too heavy, etc.

A third way is to see to it that buyers renew their rope *before* the danger point is reached.

Our monthly bulletin, "Plymouth Products," contains information which will help you to do these three things. Are you receiving it? A post-card request will bring it free every month.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

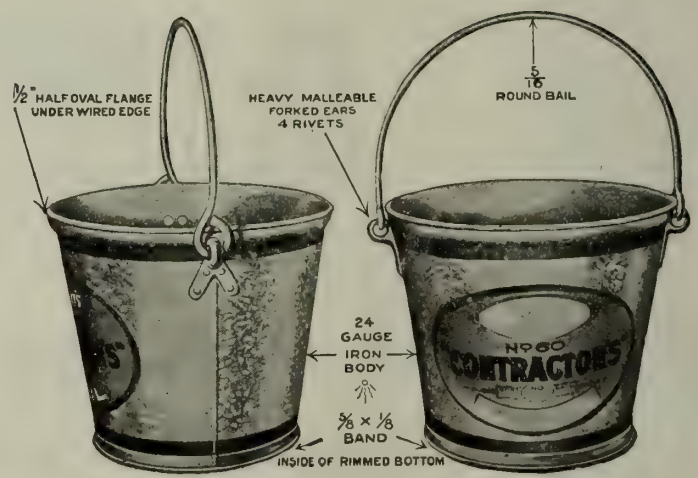
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

Retain the good feeling of your old customers and secure new ones by selling

McClary's

No. 60

CONTRACTORS' PAIL



This is a new pail built on special, durable lines for heavy work and rough usage.

All parts that are liable to receive extra wear are strongly reinforced.

The body is of 24-gauge black iron.

The ½" half oval flange under the wired edge and the ⅝" by ⅛" band inside the rimmed bottom gives extra long life to the pail.

Has a 5-16" round bail and heavy malleable forked ears with four rivets.

A pail specially for the contractors. Write us for full information.

McClary's on Goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON

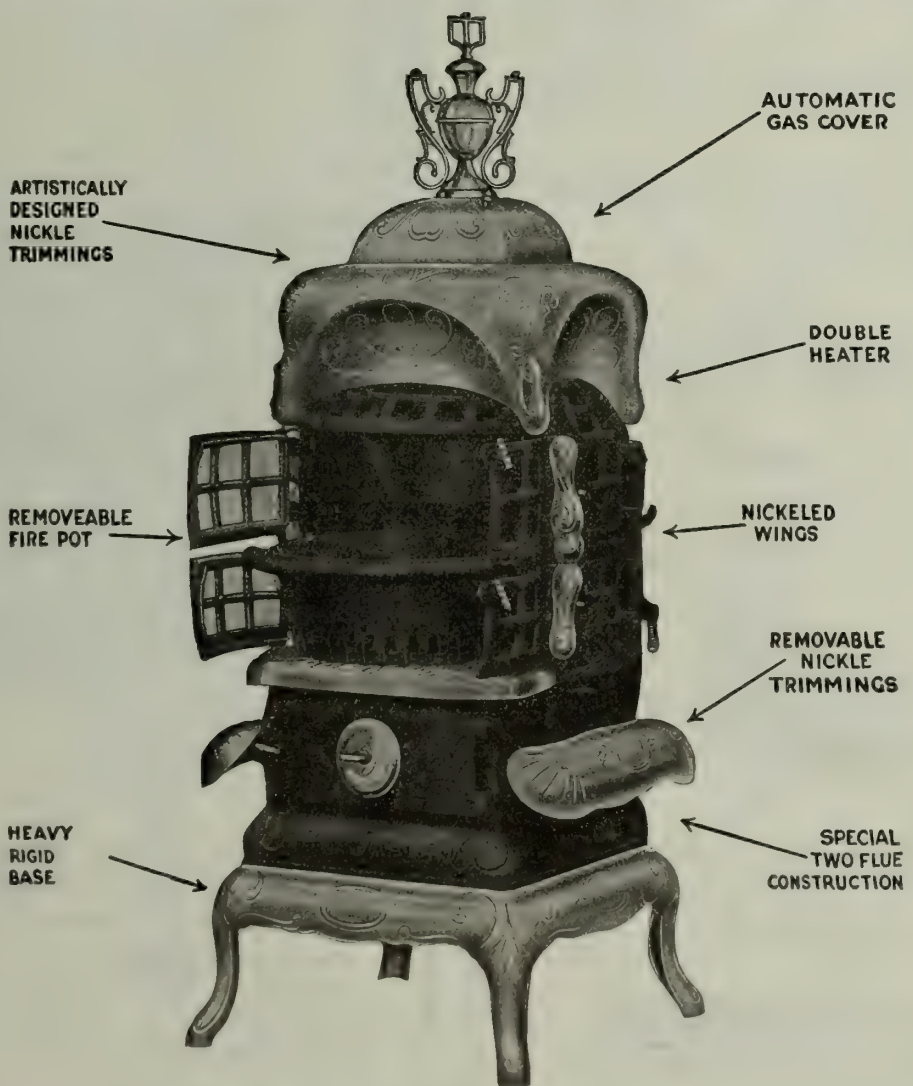
The combination of nickel and cast iron gives a correctly proportioned appearance.

The removable firepot is a notable feature. Should replacement be found necessary after years of service, there is no trouble taking out the old firepot—it's easily removed through the feed doors, and the new one is just as easily placed in position. This is an outstanding feature with the "Gladona" Baseburner, and saves considerable expense and annoyance in later years.

Now is the time for all progressive dealers to make preparations for the fall trade.—Write us.

A strong feeling of confidence in the future of your business—permanent friendly relations with all your customers, past, present and future—all gained by selling McClary Quality Goods.

McClary's
GLADONA BASEBURNER



McClary's

LONDON **TORONTO** **MONTREAL** **WINNIPEG** **VANCOUVER**
ST. JOHN, N.B. **HAMILTON** **CALGARY** **SASKATOON** **EDMONTON**

Finish

It will pay you to carry tools that are well finished:

BECAUSE

They make better displays.

BECAUSE

They are easier to sell.

BECAUSE

They please your customers.

BECAUSE

A good finish is insurance against corrosion.

You won't find any tools that are finished better than

Goodell-Pratt's



Goodell-Pratt Company

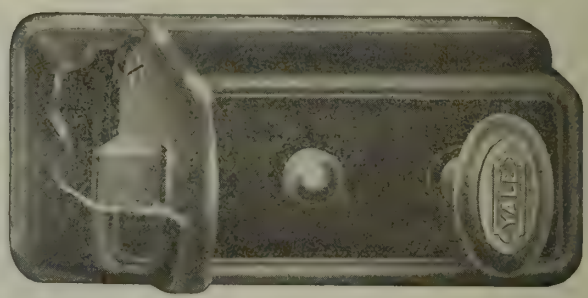
Toolsmiths

Greenfield, Mass., U. S. A.

YALE

No Locks are Yale Locks unless made by Yale & Towne

You will find that it pays you to carry a good assortment of Yale night-latches, because they give your customers security, while the name Yale always helps the standing of the store that carries Yale goods.



Yale Cylinder Night-latch No. 44

A combination night-latch and deadlock, offering in the most convenient form the highest security known.

Back up our Canadian magazine campaign with good store and newspaper advertising. We furnish free to dealers:

Window Displays	Newspaper Advertisements	Printed Matter
ready to install, that will actually sell goods.	ready to use for your own local paper.	for you to send to your prospective customers.

Dealers' Helps are shown and described in our booklet "Suggestions for Selling Yale Night-latches." Send for this and for our booklet, "Yale in Canada."

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C54-2

GLASS

of
every description
for building purposes

Sheet, Plate, Figured
Leaded, Mirrors

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

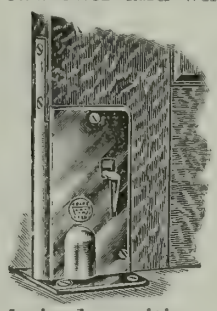
The Consolidated Plate Glass Company of Canada, Ltd.

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

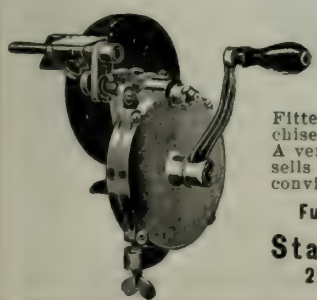
CHICAGO — NEW YORK



WORM GEAR GRINDER
No. 30

EASY SELLERS

Absolutely noiseless, oil-retaining, dustless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel, 4¼" in diameter, with malleable iron attachments. **We have a full** line of worm-gear **Ball Bearing** grinders. **Write for full information.**



PERFECTION GRINDER No. 2

Fitted with a combination tool rest, chisel holder, etc.
A very practica size machine, and it sells well everywhere. A trial will convince you.

Full information at your request

Star Specialty Mfg. Co.
227 West Erie Street, CHICAGO

BUFFALO



Special Cylinder Oil

Has

won a reputation on its merits as being a leader in its class.

It

is made especially for use on Threshing Engines, and if used there will be no disappointments or vexatious delays when the busy harvest is on, such as is occasioned by using cheap or inferior oil.

This oil will stand the most critical investigation of the most exacting engineer and is guaranteed to be Absolutely Satisfactory in every respect.

Prairie City Oil Company, Limited
WINNIPEG, MAN.

DAVIDSON'S "STERLING"
SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

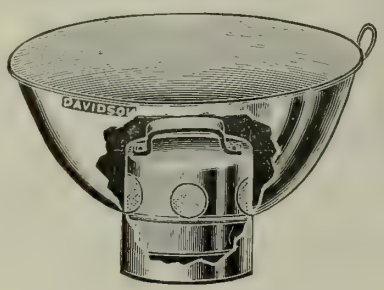


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

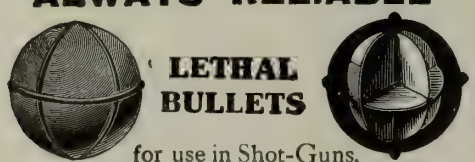
The Thos. Davidson Manufacturing Co., Ltd.

Montreal Toronto Winnipeg

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.





Testing Starrett Hack-Saws

In order for you to convince customers of the high quality of the goods you sell, you must first be convinced yourself. To show you how we maintain the quality that causes a tool or hack saw bearing the name "Starrett" to be accepted everywhere as Standard, we want to show you where our hack saws are tested, and to impress on you the care that goes into making them.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

This is a corner in our hack saw testing department where samples of the hack saws we make are tested. All sorts of tests are made—tests for speed, tests for endurance, tests to determine the right number of teeth per inch for cutting certain materials, tests to determine if the set is even so that the saw will run true—in fact, we test our hack saws for everything that could be expected of them.

Starrett hack saws are made of fine tungsten steel. The teeth are carefully milled and the blades heated by a secret process that secures uniformity. They are then quenched to the proper hardness and drawn to a temper determined by years of experience. All the facilities of our huge tool-making plant are available for tests and experiments.

Read the instructions for using hack saws as given in our catalog No. 20MA, pages 200, 201, and 202, and you will be better able to serve your customers. We will send a copy free on request.

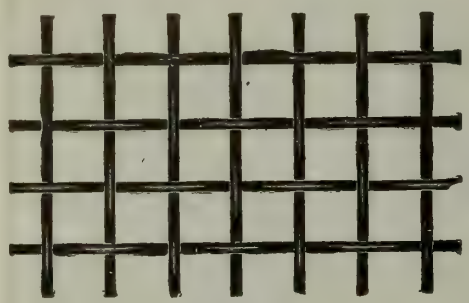
42-360

The L·S·Starrett Co·,Athol,Mass·

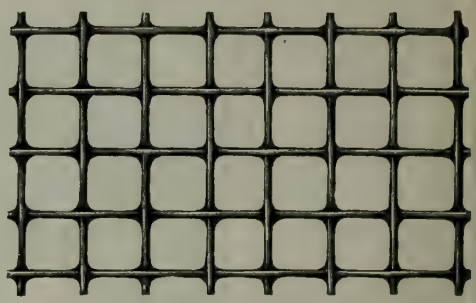
World's Greatest Toolmakers

New York London Chicago

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth



Every description of Wire Cloth and Wire Work.

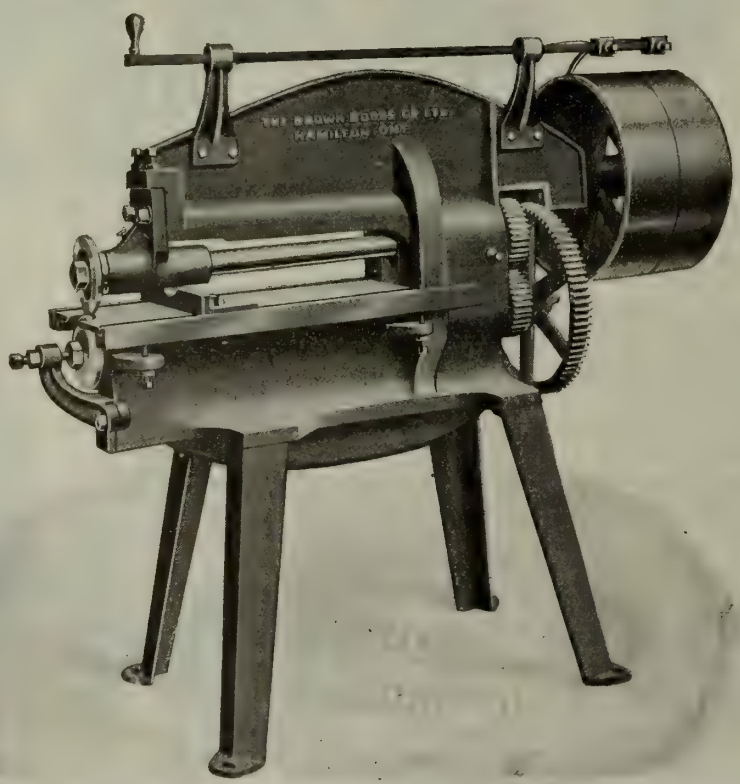
Wire Rope **Wire Rope Fittings**

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

"BB" POWER SLITTING SHEARS



No. 1 Power Slitting Shear.

For particular **Tinsmiths** and **Sheet Metal Workers.** If you have heavy sheet steel to cut and trim, you should worry if you have not got a "BB" Slitting Shear.

No. 1 Slitting Shear illustrated is especially adapted for cutting and trimming heavy sheet steel. If desired, irregular work can be cut, providing the curve or sweep be not too acute. Our standard machine illustrated will cut 12-ga. metal or lighter. Machines for heavier work made to order.

Let us quote on your requirements. We guarantee satisfaction.

The Brown Boggs Co. Ltd.

Hamilton, Can.

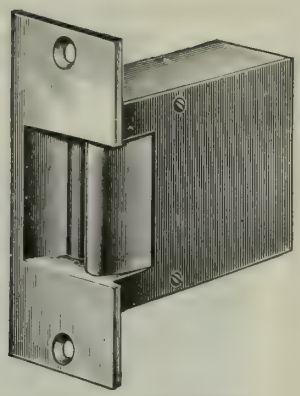
Tinsmith Tools, Sheet Metal Working Machinery, Dies, etc.

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton



No. 81—Dixie Annunciator

1872
EDWARDS



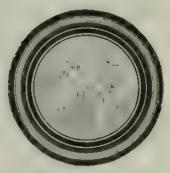
No. 156—No-Jar Door Opener

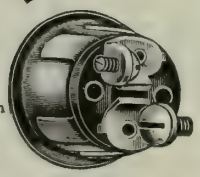
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It possesses all the advantages of a silent salesman, and in addition there is a splendid space at the back that can be fitted up with drawers and shelves as may be desired.

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There is a display space of 4 inches lined with green or red felt behind two plate-glass panels, which are removable. The part from the back of the display board, approximately 18 in., is fitted with shelves and three sliding panel doors on metal track and best ball-bearing sheaves. In this shelving space may be stored the stock same as samples, which are displayed behind the glass.

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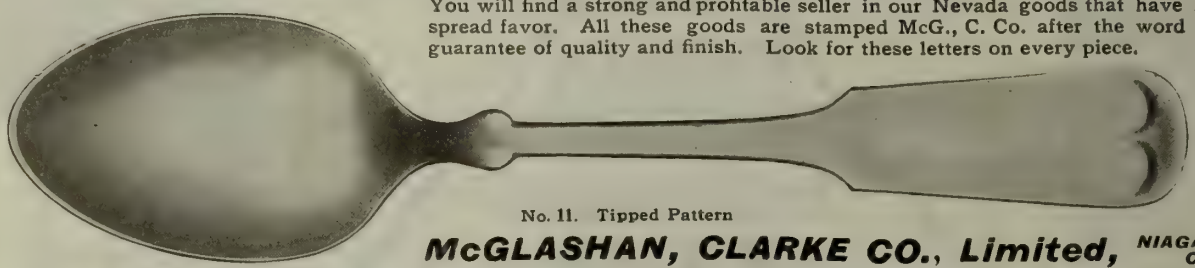
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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



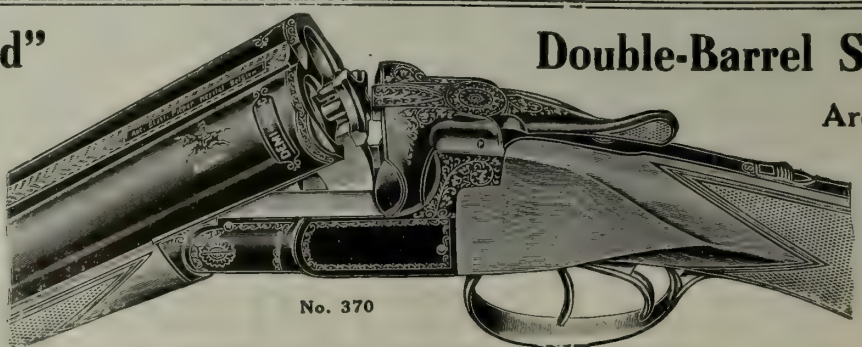
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TESTED FOR USE WITH SMOKELESS POWDER.

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In using the Covered Pail, a piece of muslin or cheesecloth is stretched across the opening. Then milk the cow into the pail through the cloth.

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You can get them in any shell loaded in Canada. INSIST !





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This Advertisement

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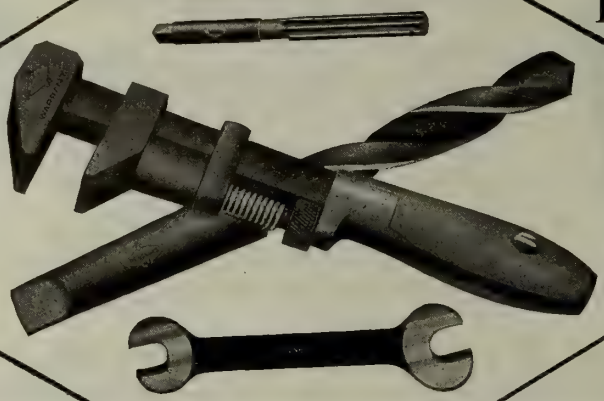
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WINNIPEG

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CARBON AND
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WRENCHES
SCREW AND
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Millbury, Mass., U.S.A.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

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ST. THOMAS, ONTARIO

Lundy
Snow Shovels
and
Furnace Scoops



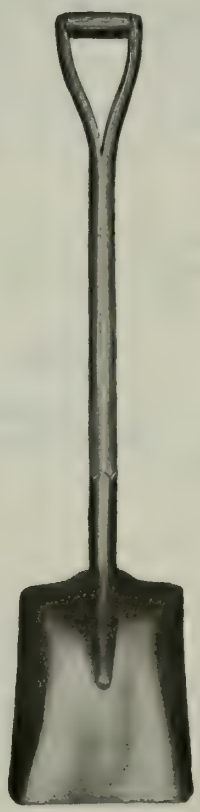
House Furnace Scoops, Fitted Split "D," Ordinary "D" or Long Handle.

Cold Rolled Blade Points

Double Ply Straps



Duke



Superior

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Handles are made of the best white ash.

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General Office and Works: PETERBORO, ONT.

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Decorated enamel finish, Yellow, Blue and Black.



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"UNIVERSAL" BUTTER CHURN and CREAM WHIP



with Glass Jar and Table Clamp

Point No. 1.—The "Universal" Churns with their straight line gear drive are designed to give the greatest amount of churning efficiency with the least turning and in the least time. In order to do this the mechanism has been reduced to a degree of simplicity never before attained in geared churns.

Point No. 2.—The gears are horizontal and located in a compartment by themselves between two covers, thus avoiding the danger of injury to fingers or sleeve, while at the same time keeping them away from the cream. This construction allows the covers to fit evenly on the rubber washer and be securely fastened to the top of the glass jar by means of the strong side clamping bolts.

Point No. 3.—Attention is called to the superior method of fastening the churns to the table. The clamp is large and strong, holding the churn absolutely rigid and doing away with the old method of holding the top with one hand while turning with the other.

Point No. 4.—One glance through the glass jar will convince any one familiar with churning of butter or whipped cream, of the advantage of the UNIVERSAL method of churning. The churning surface of the paddle in connection with the double stationary resistance rods on both sides and bottom permits a maximum churning capacity. These rods are attached to the inside cover and are removed at the same time as the paddles for cleaning. This construction allows the inside of the glass jar to be perfectly smooth and plain, making it easy to clean.

Point No. 5.—With a low temperature of cream, the Universal Churn is unexcelled as a cream whip.

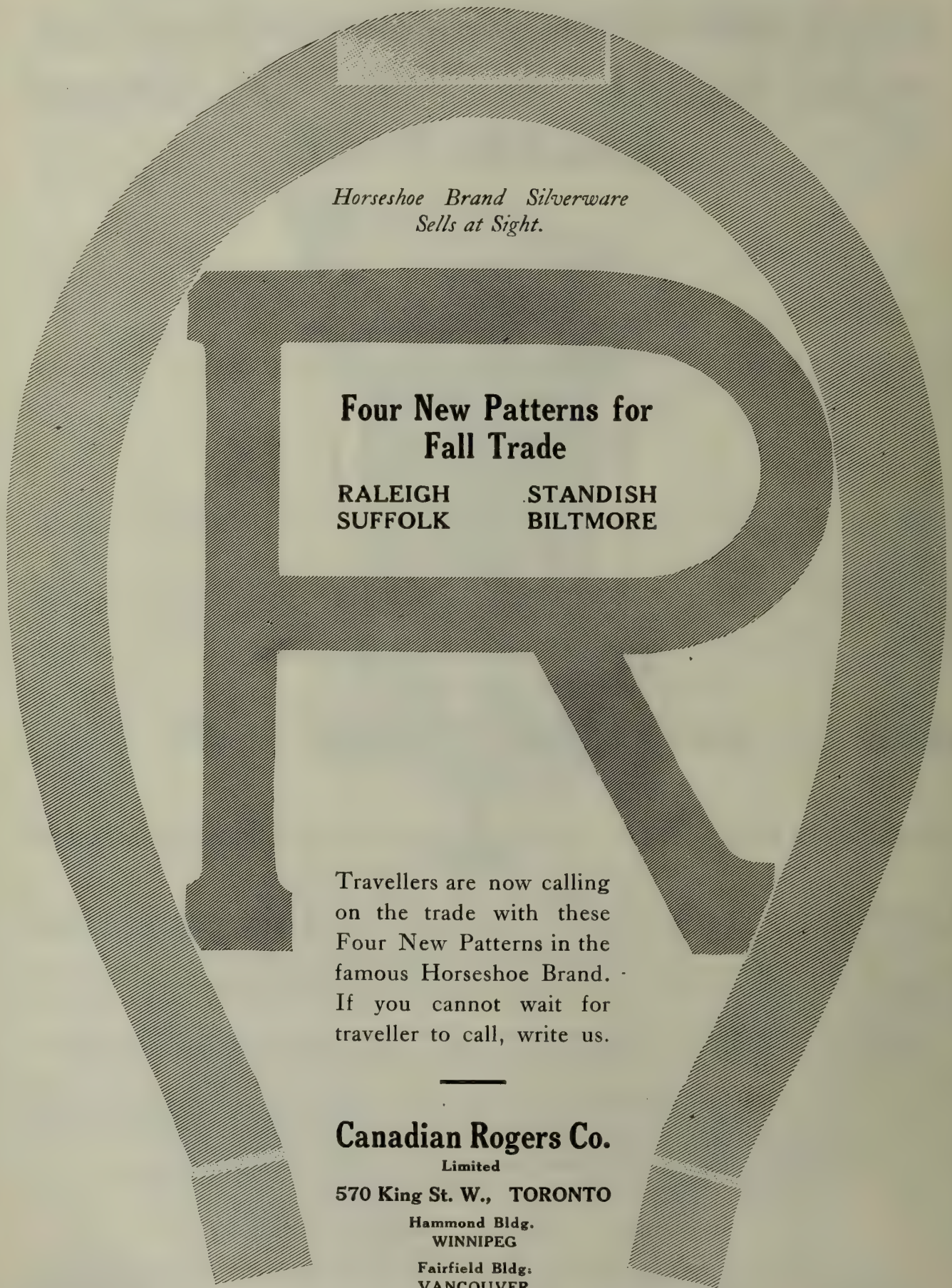
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No. 15.	No. 25.	No. 35.	No. 45.
1½ Full Pints.	**3 Full Pints.**	**4 Full Pints.**	**5 Full Pints.**

Write to your jobber for prices or direct to us.

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Horseshoe Brand Silverware
Sells at Sight.



Four New Patterns for Fall Trade

RALEIGH **STANDISH**
SUFFOLK **BILTMORE**

Travellers are now calling on the trade with these Four New Patterns in the famous Horseshoe Brand. If you cannot wait for traveller to call, write us.

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Limited
570 King St. W., TORONTO
Hammond Bldg.
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Fairfield Bldg.
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, AUGUST 8, 1914. No. 32

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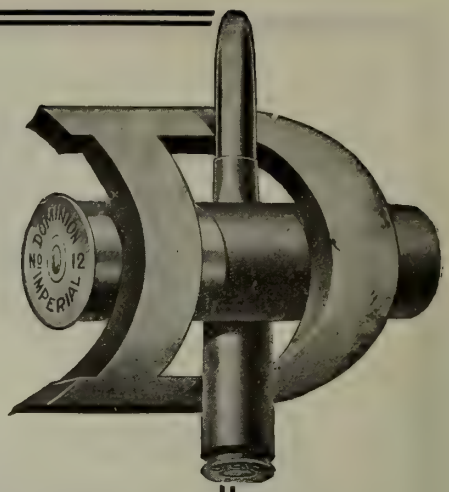
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Your Jobber has a Stock of Each One

DOMINION 22 W.R.F. Model 1890, Smokeless
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A Fast, Snappy Load for Trap and Field Shooting.

These Cartridges are up to the usual high standard of DOMINION AMMUNITION. They may be recommended to your customers as perfect products of CANADIAN MANUFACTURE.

Dominion Cartridge Company, Ltd., Montreal

You will certainly get a very profitable business if you sell the

O-Cedar Polish Mop

(Made in Canada)



When you sell a housewife an O-Cedar Polish Mop, you invariably get her neighbor, too, because every user's a good advertiser.

Here's how the big demand is created.

When you sell the O-Cedar you get the benefit of our big advertising campaign in the daily papers from coast to coast in Canada, and in the largest and most popular magazines.

In this advertising we tell thousands of housewives of the great advantage of using the O-Cedar and invite them to place ($1.50) the price of the mop, with their dealer, with the understanding that they'll get their money back if not satisfied with their purchase.

Stock the O-Cedar now, show it in your window, so that the public will know that you have it, and good business will come quickly.

Order from your jobber.

Dusts, cleans and polishes at same time.

Cuts the housewife's work in two.



Channell Chemical Co., Limited

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. AUGUST 8, 1914 No. 32

The War and the Hardware Trade

Canadians Are Optimistic—Some Manufacturers' Agents Have Adopted a "Watchful-Waiting" Attitude—Prices on Some Lines Will Advance—Metal Markets Affected.

DESPITE the fact that the war clouds have broken in tremendous volume and that the European powers are engaged in a mighty conflict, Canadians, although realizing the gravity of the situation, are optimistic regarding the future, and with a few exceptions are not showing undue alarm. Canada is so closely involved as a part of the British Empire and her dealings with other European countries are of such a nature that the effect of a war upon the business of this country is a matter of concern. At the same time, we must not forget that we have undeveloped resources in our own country, which may receive encouragement as a result of the present situation.

Hardwaremen are naturally wondering what effect the present war will have on hardware lines.

It is well known that a great many lines of goods carried in Canadian hardware stores are of English or German manufacture. Many of these lines are peculiarly suitable for the large fall and Christmas business of the retail hardware trade. Cutlery, brass goods, small tools, and many other lines have been imported in large quantities for several years past. Undoubtedly the war will affect to some extent the filling of fall and winter orders.

Hardware and Metal has interviewed a large number of jobbers and Canadian representatives of European firms during the past four days in an endeavor to secure opinions regarding the effect of the present war on the hardware trade generally.

Several representatives of English and German manufacturers have adopted the policy of "watchful waiting." They are not endeavoring to secure orders for import, because they do not know when the orders may be filled. Other representatives are wondering whether or not orders which are now on file for fall delivery will be filled. Nearly all agree that prices on many imported European lines will be much higher in the future than they have been in the past.

One hardware jobber who has booked a large number of orders, particularly cutlery and fancy goods, for the fall trade, has not yet received his shipments from Europe, and he is rather doubtful as to whether or not he will be able to fill all orders.

Thos. B. Lee, a wholesale hardware and cutlery merchant of Toronto, stated that it is hard at the present time to predict the effects of the war on the hardware trade. If hostilities are extended for a considerable length of time there will be a scarcity of hardware goods of European manufacture. If hositlities cease shortly and trade routes are again opened, goods which have been made up for this fall's business may be shipped within a reasonable time, possibly in time to supply some of the year's requirements. Mr. Lee believes that the majority of European hardware manufacturers have all stocks of goods ordered for fall delivery on hand, but have been unable to make shipments owing to the prospects of war. When asked regarding the skate trade, Mr. Lee ventured the opinion that a great many orders had already been filled, and that some reserve stocks are being held here. He, like many others, believe that prices on German and English goods will advance considerably, and that the war will probably affect the business of next spring and summer to a greater extent than the fall and winter business of the present year.

Geo. A. Marshall, Lombard Buildings, Toronto, who represents the following English firms—Geo. Butler & Co., Ltd., Sheffield, Eng.; Wm. Atkins & Co., Ltd., Sheffield, Eng.; W. A. Tyzack & Co., Sheffield, Eng.; John Milner & Sons, Sheffield, Eng.; Thos. Smart & Sons, Ltd., Dudley, Eng.—in an interview with a Hardware and Metal representative, expressed his views as follows:—

"Naturally the industrial commercial interests of the Dominion will suffer more or less, and the hardware man may reasonably anticipate (in conjunction with his fellow-citizens) very anxious times in the immediate future.

"In an endeavor to view the present situation from an optimistic standpoint, hardware merchants will have the opportunity of reducing their existing stocks, which in a very large number of instances are certainly beyond existing requirements, many merchants having overloaded themselves, a mistake too frequently made in these competitive times. The Canadian hardware man has to a large extent to rely upon importations for his merchandise, European products forming no inconsiderable share, and domestic manufacturers will doubtless seize upon the present situation to push and extend their output. Trade from overseas will be at a standstill for an indefinite period, and fortunate indeed will be the merchant whose stock can be found to respond to the calls which will be made upon it.

"Whether Britain wins or loses in this gigantic struggle amongst the continental powers, the drain upon the resources of that country will be enormous, and the necessary taxation upon the British, following the termination of hostilities, to restore the depleted exchequer caused by the enormous expenses of the war, will naturally occasion a marked increase in the cost of all manufactured articles. Prices will soar both here and elsewhere following the close of the war, and hardwaremen will do well to look ahead in conjunction with the rest of the community.

"Of course, there are those who have in some degree prepared themselves for

(Continued on page 39.)

Well Displayed Stock in Compact Store

North Sydney, Nova Scotia, Store Fitted With Fixtures That Show Off the Goods to Splendid Advantage—How the Stock is Arranged—Silent Salesmen and Case for Brushes.

THE new hardware store of Frank A. Bill & Son, North Sydney, N.S., is a model in many respects. The proprietors believe that goods well displayed are half sold, and in their new store which was opened about three months ago they have endeavored to arrange and display their stock in such a manner that it can be easily seen by customers and is easily accessible to the clerks. The stock comprises a full line of general hardware, tools, paints, oils, varnishes, and kitchen utensils.

As far as possible, overcrowding of the stock has been eliminated. One of the most noticeable and pleasing features of the store is the representative stock which is carried in a comparatively small space. This has been made possible by the installation of modern store fixtures.

Over three hundred oak front galvanized shelf boxes are used. On each box samples of the contents are shown. Mr. Bill considers this one of the best ways possible to show small hardware and to keep the stock in good condition.

As shown in one of the accompanying illustrations, hand saws, squares, claw and machinist hammers, braces, trowels, and other tools are shown in a special wall case equipped with glass front sliding doors. The display is neat in appearance and sure to attract the attention of customers who enter the store.

Surplus stock of tools is carried in shelves below the ledge.

Above the wall case and shelf boxes are three rows of open shelving containing enamelware, japanned wares, small stoves and kitchen utensils. These shelves are reached by a store running ladder.

Two large silent salesmen are used for displaying cutlery, silverware, flashlights, trays, shaving accessories, fine tools, etc.

Immediately at the rear of the silent salesmen a 12-foot counter is situated. The front of the counter is equipped with nail bins, which when not in use can be pushed back and out of the way.

The rear wall of the store interior is fitted with tool racks on which seasonable garden tools, etc., are displayed.

The left side of the store is devoted to paint and enamelware, a large stock of each being carried. The shelving on the left side of the store extends up to the ceiling. The higher shelves are reached by using a store ladder. At the front of the paint department, but not shown in the accompanying illustration, is stationed a large display case for paint and kalsomine brushes. The case is equipped with glass doors, thus allowing customers to always see a large range of brushes and at the same time keeping the brushes free from dust and in a clean and saleable condition. Mr. Bill states that he has secured splendid sales results from this case, and he believes it will more than pay for itself in a short time.

Oil and turpentine are kept at the rear of the store in tanks equipped with self-measuring pumps. The pumps are located near the paint department.

Specially constructed tables are located in the center of the main floor, and on these tables seasonable lines of goods are shown.

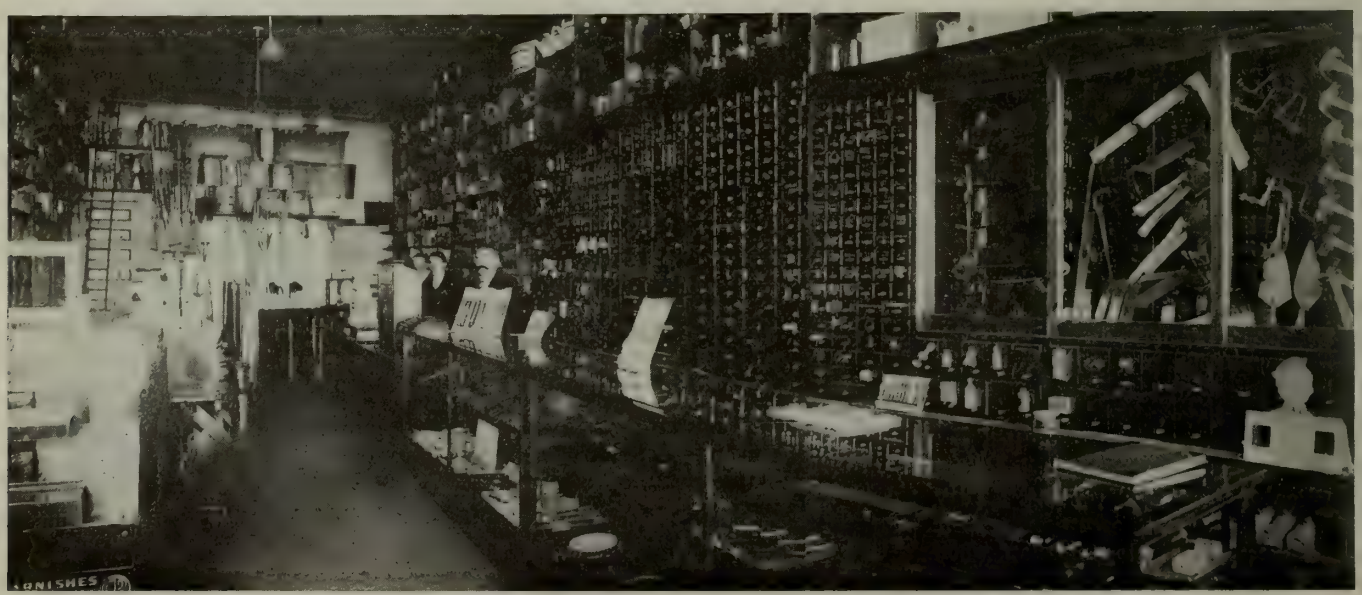
Among the rather commendable features are the neat electric drop lights and the metallic ceiling, both of which add greatly to the clean and attractive appearance of the store interior. The proprietors believe, and justly so, that they have a neat and compact hardware store.

On entering the store a customer is immediately impressed by the neat and well arranged stock and by the very large array of samples shown in a comparatively small space. The effect of modern store fixtures is clearly demonstrated in the store of Bill & Son.

QUICK-CHANGE SHOW WINDOWS.

Disappearing show windows, built to drop into the basement whenever the window is to be trimmed anew, have now appeared in New York. The purpose is to make a quick change possible at any time, and to permit the window trimmers to work at their convenience in the daytime and take all the time necessary to obtain artistic effects.

The floor of the show window is double, the upper floor being supported by casters resting on the lower floor. Thus, when the window is dropped into the basement the show affair can be wheeled on immediately. An elevator then raises the floor to the street level, the whole operation taking but a few minutes.



Interior view of the hardware store of F. A. Bill & Son, North Sydney, N.S.



Interior view of the hardware store of F. A. Bill & Son, North Sydney, N.S., showing paint and enamelware departments at left.

THE WAR AND THE HARDWARE TRADE

(Continued from page 37.)

the trend of future events, and in view of their possible anticipations being realized may congratulate themselves upon their business foresight.

"We will hope that the struggle will be a short one, not only for the sake of business, but what is of paramount importance, the sake of humanity. At so great a distance from the scene of action Canadians cannot feel so great an anxiety at the outcome of this titanic conflict. Nevertheless, they are most deeply moved by those feelings of kinship with those who are called upon to uphold the honor of the British Empire on distant seas and lands.

"Some firms will no doubt find it difficult under present conditions to fill fall orders for certain lines. As far as I am concerned I have been particularly fortunate in securing early shipments and have considerable stock on hand."

The Metal Markets.

The chief development so far in the metal market has been the jump in the price of tin, which has advanced from 33c to 53c per pound at Toronto. Sixty cents per pound is being asked by some firms, and higher prices may prevail shortly. Solder has advanced 10 cents per pound, and may show further advances before long. It is impossible to predict the future of the metal markets.

The American Metal Market describes the present as an unprecedented situation, and says:

"The situation has become absolute chaos. What was considered unthinkable has become a fact. There is no precedent for present conditions, and it is useless to use one's own judgment in trying to predict the immediate future or its effect on business, which all over the world has come to a complete standstill.

"A contest such as this planet has never seen has commenced between the great nations of Europe. The end must be a general peace for the future, which will be brought about not by Hague arbitration or other such schemes, but from the absolute impossibility of war for years to come except with small and semi-civilized nations. There is not money or the credit available for a continuance of such a war as has now commenced. It must be short. Civilization must triumph over paganism. It is an awful price the world is paying for a new condition to rule in the future, but it is the one silver lining to the present overwhelming cloud of disaster that seems to be breaking over the civilized world. It is useless at present to discuss what will be the effect on our country in the face of such a dreadful disaster, except to say that while we must suffer in part with the rest of the world, our losses will be less than our neighbors and to some extent be offset by the demands that will be forced on us in supplying in part the products of the closed European factories and abandoned farms.

Combusto Devices Corporation, capitalized at $500,000, head office, Montreal, to manufacture and deal in machinery and devices for lessening the consumption of fuel.

Western Observattons

By "Winnipegosis"

SUDBURY, Ont., is the center of mining operations for the nickel-copper-district. While there are no mines in the town itself, there are several large ones within a radius of six miles. Most of the hardware and other supplies come from Sudbury, and among the lines in big demand is dynamite.

During a visit there recently, a clerk related to me how he was nearly killed by carelessly handling dynamite. A rush order for twenty-five sticks was handed into the store, and the junior was ordered to see that it was shipped from the magazine, several miles out of town. He forgot, and half an hour before the time it was required, a clerk was rushed out on a bicycle to secure it. The road was in a dangerous condition, but he managed to reach the magazine and return in the time allotted. Just as he was coming into town, he became conscious that a rig was following him rather quickly. Looking behind, he beheld the horse a few feet away, racing at a reckless speed. His only chance was to jump, which he did, falling flat on his face, but holding the dynamite aloft in his right hand. A moment later the rig passed over the hind wheel of the bicycle.

James Purvis, one of the oldest established hardwaremen in Sudbury, told me an amusing story of how he nearly killed a French-Canadian with dynamite about twenty years ago. One can smile over the story to-day, because the Frenchman is running a prosperous hotel in Sudbury and is very wealthy, though two decades ago he came as near being a dead one as any man need wish to be.

In those days he was a farmer out on the Murray Mine Road. One fine summer's day he drove into town and called at the Purvis store and ordered a stove. He selected one with a high oven, put it on his rig, and drove back over the rocky Murray Mine Road to his farm. With the hot sun and the jolting, it was a wonder he was not blown to atoms. It was a mercy, too, that he did not try the stove out when he reached home. I'll tell you why in a minute.

A month later, James Purvis was sitting in his office when he heard the awfullest language he ever heard in his life issuing from the store. He approached, and found the French-Canadian farmer to whom he had sold the stove, swearing and gesticulating wildly. Immediately the abuse was turned from the clerk to the proprietor.

"What's the matter?" asked Purvis.

(Continued on page 48.)

HARDWARE AND METAL

VOL. XXVI. No. 32 Toronto, Canada, August 8, 1914 Two Dollars per Year

WAR AND BUSINESS.

THE war clouds that have been threatening Europe for years have broken with startling suddenness and in tremendous volume. What the outcome will be no one can predict. It is enough to say that the destiny of nations hangs in the balance. .

Neither can anyone speak authoritatively with regard to the financial situation consequent upon the war, for, like the war itself, it is a situation entirely unprecedented in the world's history. Canada, although fortunately situated geographically, is, nevertheless, so closely involved as a part of the British Empire as to make the effect of the war upon the business of this country a matter of the most vital concern. Without attempting to minimize the seriousness of the situation of the generally acknowledged need for retrenchment and economy wherever possible, we feel constrained to warn our readers against being unduly alarmed. We will display greater wisdom and accomplish most if we face whatever is in store for us calmly and courageously instead of with pessimism and desperation.

Canada's position financially is essentially secure. The Government has already made provision—in giving reasonably leeway to chartered banks that will aid materially in the carrying on of all legitimate business enterprises without serious embarrassment. Other steps will probably be taken with a view to putting into circulation a still larger quantity of legal tender, should this be necessary. The ability to readily make these practical provisions against possible injury to business is a tribute to the vast resources of this country and the Canadian banking system. Business men should respond to this confidence in Canada being shown by those at the head of affairs. Another fact for which we Canadians should be thankful is that our country is largely occupied with agriculture and the production of food. Because of this the war will not only cause us less inconvenience than would otherwise be the case but our industries, being principally devoted to supplying the necessities of life, will be less seriously affected by financial stringency. Keeping these facts in mind we believe our readers will be justified in mixing an intelligent spirit of optimism and much thankfulness with the caution and patient waiting that will most naturally prevail at this time.

Needless to say, speculation and all unnecessary expenditures should be absolutely tabooed.

A "HOME TOWN" MOVEMENT.

ALTHOUGH the parcel post system works out in some ways to the disadvantage of local merchants, it has at least one great virtue: it has served to focus the attention of the public on one local subject, the twenty-mile zone. The very name contains a suggestion in favor of shopping with the local merchant; a suggestion of greater expense incurred by ordering away from home. This internal argument inherent in the terms of the new regulations, has been emphasized in a commendable degree by the active campaign carried on by many merchants towards reaping the advantages of lower rates within the restricted area.

It would appear that there could be no more opportune time for the launching of a new movement that aims at a more adequate recognition of the local merchant. This is styled, quite aptly, the Home Town Association. It had its origin in the State of Illinois but is spreading rapidly as its obvious merits are recognized. In creating this organization the members claim no altruistic motive, but it is solely for the purpose of helping "the country merchant to adopt more modern methods so that he may sell more goods, and put up a stronger competition against the mail order houses." The Home Town Association makes an appeal to the country merchant "to advertise, hustle, hold and build up his trade." Thus it aims to meet the M. O. H. on its own ground, the only way to meet it successfully. Further than that it appeals "to the farmers and the local public spirit to trade at home, and thereby to build up the home country town."

The local newspapers should throw themselves heartily into such a movement, for it is one that brings mutual benefit to all parties. They themselves are the victims of a postal law that allows the Dollar Dailies,—that give away their paper at a subscription price away below the cost of the white paper on which it is printed—to flood the district with the huge announcements of the mail order houses, and curtail their own circulation. The movement will bring them more business; it will bring more business to the manufacturer and the jobber; it will turn trade that goes outside into the natural local channels. A Home Town Association should be started in every town in Canada.

WAR AFFECTS QUOTATIONS.

BUSINESS in Europe to-day is in a state of chaos. The impossible has happened. The finely-balanced system upon which modern finance and commerce has been constructed has been shattered. The great na-

tions of the world have fallen upon each other much as they did centuries ago in the dark ages, the difference being that with the modern machines of war greater havoc will be wrought than the previous history of war has ever seen. Market changes are being made in some cases, but with regard to many commodities there are no alterations for the reason that there is no base upon which to decide what the changes should be.

The business world is almost literally standing still and looking with an all-absorbing interest at the drama which is being enacted—the greatest drama in the history of nations—upon which depends the shaping of the future of the world. Until the supremacy of the sea is decided there can be no commerce between the nations involved and there is no safety for merchantmen on the high seas which belong to these powers.

Generally speaking, the awful destruction of capital which will result from a general European war must have a detrimental effect upon the financial system; there is no sane base of economics which can otherwise bear upon the situation. But there will be a difference in the extent to which the different countries will suffer—some of those who stand back in the row of spectators may even gain commercial advantage from war conditions and the demand for various goods.

No one can forecast the future. But it looks as though Canada were in a very favorable position to weather the gale. Canada with the United States to the south is in close touch with a market which promises to be the clearing house of the world during the hostilities. We import heavily from the old land, and may have to pay the price of war for the goods we get but there appears to be no reason that there will be any difficulty in getting what we need.

There are those who foresee that Canada will recoup herself to a certain extent from the enhanced values of her agricultural products and this appears to be a very reasonable view for the reason that Canada is elementally an agricultural country. The extent to which this benefit will be felt will depend largely upon facilities to get these products to the consuming market.

In the hardware business the influences in the market are to a large extent from the outside, but they are felt to such an extent that business in some lines is generally upset so far as prices are concerned. An advance of about 20c a pound in the price of tin is just an example of what may be expected. This advance is due to the inability to get raw material from over the ocean. Similarly there are many other lines which will be affected—metal sheets, plates, solders, cutlery, etc., but generally speaking there are not many articles or commodities which cannot be secured in America, and with the American market open there should be little difficulty in getting necessary supplies. However, prices on some lines must be expected to advance and the advance will be in proportion to the length of the hostilities—in fact, there are advances which are warranted to-day and which may come any hour, but the trouble is to find a base upon which to make the price adjustments until there is something more definite as to the future. Just before going to press we hear that prices on English and German cutlery lines have been advanced by several Canadian firms. Reports also indicate that quotations on many lines of iron and steel, sheets, metals, etc., have been temporarily withdrawn.

WATCH ACCOUNTS CLOSELY

WHENEVER WAR DOGS are loose a strict vigil should be kept upon new accounts opened and old ones that have been running a little too long. There is nothing to-day that presents more worry to a man than a large number of accounts on his books, and in a time like the present this applies with all the more force. Retailers should therefore keep one eye continually on accounts and not allow them to get beyond a safe point.

It is always true in times of war that money is scarce. The reason for this is clear. To send a military force into the field or man a dreadnought requires an immense amount of money. This creates a heavy demand for gold, which sends up the price, and of course the gold goes to where it is most urgently needed, as that is where the rate of interest is usually highest. The natural sequence is that money for other things, such as the maintenance of producing industries and for pay-rolls is hard to get. Men are thrown out of work and the entire business of the country is adversely affected.

Hardwaremen should exercise extreme caution in extending credit, except to individuals or firms of good standing. Efforts should be put forth to secure payments on outstanding accounts whenever possible.

EDITORIAL BRIEFS

IN TIMES OF war, keep cool.

* * *

KEEP AN EYE on credit accounts.

* * *

BE FRIENDLY WITH your competitors.

* * *

TIN IS SOARING and it's future is problematical.

* * *

BE A CO-OPERATIVE competitor, not a business demoralizer.

* * *

WOULD IT NOT be a good plan to donate a little time to collections during the slack season?

* * *

IN SUMMER TIME prepare for fall. Have you started to lay the foundation for your fall campaign?

* * *

IF A MAN worries about his debts it's a sign he is honest. The dishonest man lets the other fellow worry.

* * *

THE WORST FEATURE about some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

* * *

A HOLIDAY SPENT in one grand whirl of excitement it not a holiday at all. It is wrongful indulgence resulting in completely tiring out, instead of resting the holidayer.

* * *

THE HARDWAREMAN who hasn't given himself a good vacation yet should buy his ticket soon. A good rest now is one of the surest ways of bringing fall business in larger volume.

* * *

THE SIGNIFICANCE of the European war is some hardware lines may be judged from the fact that the Canadian representative of an Austrian house which sends enamel ware to Canada makes the statement that where there were three thousand men engaged in the manufacture of the line which his firm puts on the market there are now three thousand men engaged in the war-like occupation of sharpening bayonets.

Contraband of War and Rights of Nations

Vessels Liable to Seizure and Those That Are Immune—Shipping Relations Between Canada and Great Britain Under Certain Eventualities—Autocratic Power of Captains on Hostile Vessels.

Written for Hardware and Metal by C. J. Morris.

THE incidence of war, in which Canada as an integral portion of the British Empire is now engaged, brings prominently before the business community the question of international law as it affects goods which may be consigned to or from our shores in vessels flying the British flag or in the vessels of nations remaining neutral.

What is or what is not "contraband of war" is difficult to define with any exactitude. Of course weapons of warfare, ammunition, or anything in the nature of military supplies, armaments and equipment are undoubtedly contraband and liable to confiscation, if seized by one belligerent nation while in the course of transport to an enemy of that nation. On the other hand articles which can be of no use in war, such for instance as wearing apparel, house furniture and the hundred and one similar classes of articles which might be mentioned, are by common consent held to be non-contraband.

But there is a third class which is not always easy to place in either of the above series. This class comprises all manner of provisions, railway supplies, machinery of various kinds, etc., which in some cases would have no effect upon the war, but which under different circumstances, might enable a hostile nation to prolong its resistance or assume the offensive. Take as an example of this latter class a consignment of steel rails or of coal. If the destination were Great Britain they could scarcely be considered contraband, as Great Britain possesses all she requires of these commodities; but assuming that the destination were a port in the north of Africa, or some similar country, where a consignment of coal might enable a British vessel to coal, or steel rails would permit the completion of a railway which could be used for strategical purposes, these cargoes would then become contraband and so liable to seizure. We are dealing here with cargoes carried in neutral vessels, as, of course, all vessels flying the flag of a hostile nation are liable to capture by a hostile enemy whether carrying contraband or not.

Canada's Position.

Let us now consider in what way Canada's commerce is affected. Firstly, as regards our exports these consist principally of wheat, cattle, cheese and other agricultural products. If by any mischance Great Britain were to lose command of the sea and were unable to maintain a free waterway for commercial vessels, the only means of transport Canada would possess would be by neutral vessels, or vessels flying a neutral flag. And if the commodities mentioned were being consigned to Great Britain, Germany would, no doubt, elect to consider them contraband of war as being calculated to prolong any resistance Great Britain might be able to make against Germany after the former's fleet had been conquered. It should be here noted that the tendency on the part of belligerent nations is to arbitrarily decide the question of what is or what is not contraband of war in the manner best suited to themselves and should their decision be called in question to settle the matter by compensation on the conclusion of peace.

It is obvious that the captain of a belligerent vessel, who has it in his power to seize or destroy goods being consigned to an enemy, will, if he have the slightest doubt on the matter, resolve on their destruction and leave it to his Government afterwards to settle the matter by compensation should he be in the wrong. The damage or inconvenience which he may thus inflict on the enemy is probably worth very much more to his country at the time than the amount of compensation which might ultimately have to be paid.

Why Coal Vessel Was Sunk.

There is yet another interesting point which arose for the first time in the Russo-Japanese war. A Russian cruiser on the high seas came across a steamer carrying coal to Japan. She thereupon not only declared the coal contraband but immediately sunk the steamer and justified her action in declaring that it was impossible for her to tow the collier around with her until she could interne it in one of her own ports as in all probability she would herself meet with the enemy's cruisers before then, and at the same time she could not be expected to run the risk of the cargo of coal being rescued from her and applied to the service of the enemy.

It is quite within the range of possibility that Germany might adopt a similar attitude in the present war, and thus any cargo of wheat or provisions which might be intercepted by a German vessel might be sent to the bottom and the sufferers left to make any claim they might consider they had after the war were over.

British Shipments To Canada.

In the case of goods consigned to Canada the question is of little account as all the belligerent nations are likely to be fully occupied without concerning themselves in making shipments to us. If Britain retains command of the sea, any manufactured goods sent us from Britain would arrive as usual, and if she should lose that control, no British manufacturer would be likely to run the risk of dispatching goods which might under one pretext or another be seized by the enemy.

To sum up then the position as far as Canada is concerned seems to stand thus: If the Mother Country is able to guarantee a free waterway, unmolested by the enemy, between Europe and this continent, commerce will continue pretty much on the ordinary lines, with the exception that all the larger vessels will probably be commandeered by the British Government for the transport of troops to the continent of Europe or elsewhere, thus rendering an increase in freight rates probable.

On the other hand should events so shape themselves that it is possible for German cruisers to molest the traffic, any shipments we might make in United States or other neutral vessels, would be practically certain of destruction should the German vessels happen to fall in with them.

"SAFETY FIRST."

The introduction of the sign of "Safety First" at the head of placards, window cards and general advertising media is becoming quite popular with hardwaremen. The words have become famous in connection with a Dominion wide campaign for safety. Most persons stop to read anything that may be turned to their own safety of person. The consequence is that the adoption of the catch word has insured the reading of many an otherwise dull sign.

An Advertising Suggestion:

Proposed Lay-out for Summer Goods Advertisement

The following advertising suggestion has been prepared for use by retail hardwaremen.. By changing the firm name and address, and inserting prevailing quotations the advertisement can be used by any retail firm. The electros used have been selected from the assortment offered by Hardware and Metal Electro Service, featured elsewhere in this issue.

ECONOMIES IN TIME OF WAR

War brings in its wake high prices for the necessaries of life—When foodstuffs are high we must economize on other lines—Watson & Clark will help you to solve the problem of the High Cost of Living by showing how you can save money on food and shoe-leather and economize in other ways.

SAVING SHOE LEATHER.

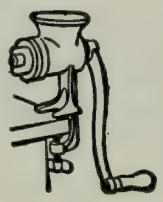


Do you know that thousands of men are saving money by repairing their own shoes? Any man who can pound tacks, can with a little care become his own cobbler and sole his shoes in a neat and serviceable manner. We sell complete outfits consisting of lasts (3 sizes), stand, knife, hammer, tacks, awls, etc., all packed in a neat, wood box with full directions for soling shoes. The whole outfit, complete, costs.....**75c.**

Leather Soles .....**20c to 30c pair.**

(Come in and we will show you a pair of shoes half-soled by an amateur.)

FOOD STUFFS.



By following the recipes given in the cook-book which goes with each food cutter we sell, you can prepare dainty dishes from plain and inexpensive food-stuffs. Salads, puddings and many other tasty dishes can be easily and quickly prepared when you have a Blank food cutter. Each cutter is equipped with several cutting plates suitable for cutting uniformly and easily the various foods. The machine can be easily cleaned,—will not clog up—takes up very little room—and will save its cost in one week's use. There is more to tell about it if you will call and see us. The machine we recommend for household use costs but.....

$1.50 complete.

Hotel Size .....**$2.00** complete

WAR ON BEARDS.



Do not attack your beard in a war-like manner with a poor razor—it might slip. Nothing is more irritating than a dull razor and you do not want to become irritated first thing in the morning—neither do you want to go around with your face looking as though it had been attacked by a scratch-awl. Come in and talk over your razor troubles with us. If you need a new one we have a splendid range to choose from. If you only need a new strop—and remember a poor strop will ruin a good razor—we have good strops.

Razors .....**$1.00 to $5.00**

Strops .....**50c. to $3.00**

SAVE THE HOSE.



The life of your hose can be greatly prolonged by using a hose-reel. You cannot expect to get good service and wear from a rubber hose unless you exercise a reasonable amount of care with it. The cost of a hose reel is small compared with the cost of a hose. We have reels made of wood or steel capable of holding 50 or 100 foot lengths of hose—or more if necessary. The reels are strongly constructed and take up a very small space. They are fitted with casters and may be moved around with little or no trouble. One person can wind a reel of hose in a few minutes. Prices are. **$1.00 to $3.00**

WATSON & CLARK

120 Main St. Phone 15 COMITON, ONT.

Practical Problems for Sheet Metal Workers

Developing Patterns for Emerson Ventilator Top

By E. Bronson.

Editor Hardware and Metal: Could you please show in your next issue of Hardware and Metal how to develop the various patterns necessary to make what is known as an Emerson ventilator top, giving at the same time measurements in proper proportions. AN INQUIRER.

Replying to "Inquirer," we have pleasure in showing how such a top should be made, beginning with Fig. 2.

First, draw the dotted line A. B., which should represent the total height of the ventilator. We will presume we are developing a pattern for a 6-in. one. We will then take the compasses and mark off the diameter 6 inches from B. Then draw a horizontal line, as shown at G. G. This line should be exactly twice the length of the diameter to be in proper practical proportions. Then place the compasses where A. B. and G. G. intersect at 4. Then open up to G. and mark off on dotted line at H. Then draw line 5, which should be exactly 45 degrees with A. B., and should also meet lines 1, which rise in dotted form. This is the actual opening of ventilator. We must now develop pattern E, which is bottom of flare D. This is done by placing compasses at center 4, and opening up to point G, which reaches point B. Then close compasses and inside diameter of bottom. Then space off as shown and mark 1, 2, 3, 4, 5, 6, 7, all to be of equal distance apart.

We will now proceed to develop pattern for flare D, as shown in Fig. 3. Draw vertical lines, and make centre H. Stretch compases from H to G on Fig. 2, and make a circle as shown. Take the stretch-out measurements, 1, 2, 3, 4, 5, 6, 7, shown on Fig. 2, and start at 1 in centre at top of circle, spacing off as shown twice on the right and twice on the left. This will give the exact outside diameter of flare.

Then to mark out centre place compasses again at H on Fig. 2, and open up to where line 5 meets line 1 at G and H. Then transfer this diameter, as shown in Fig. 3. Place the

(Continued on page 47.)

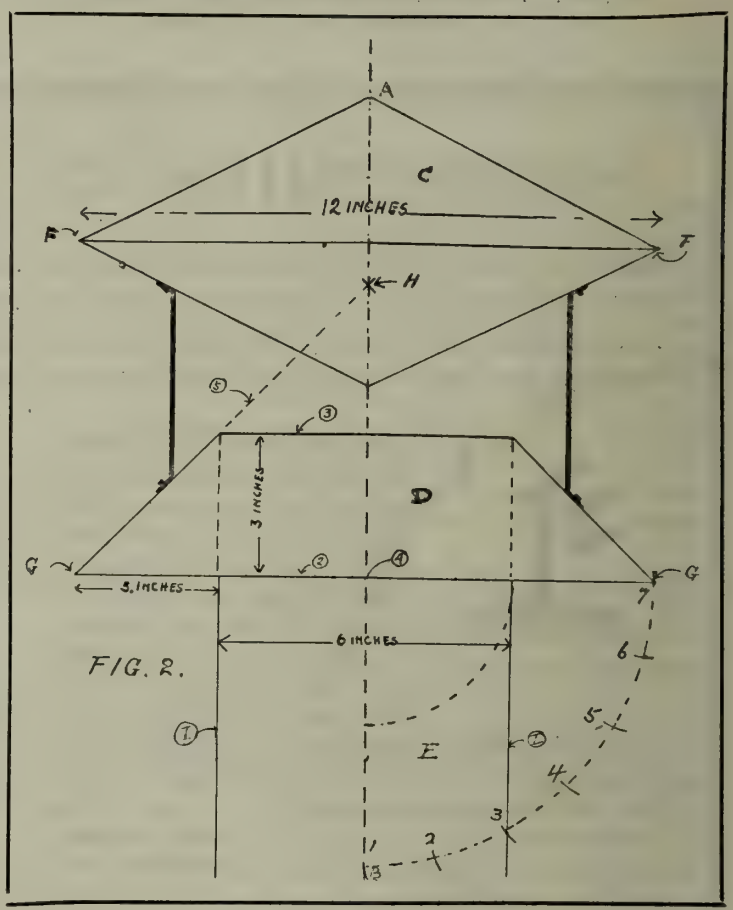


FIG. 2.

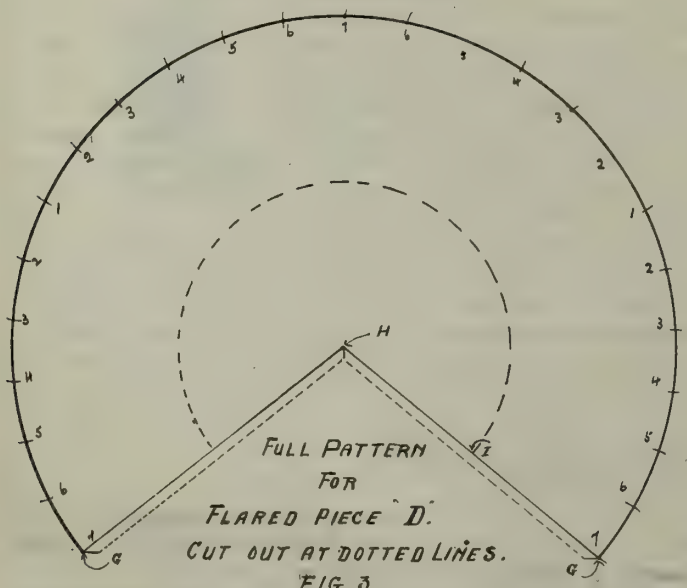


FIG. 3

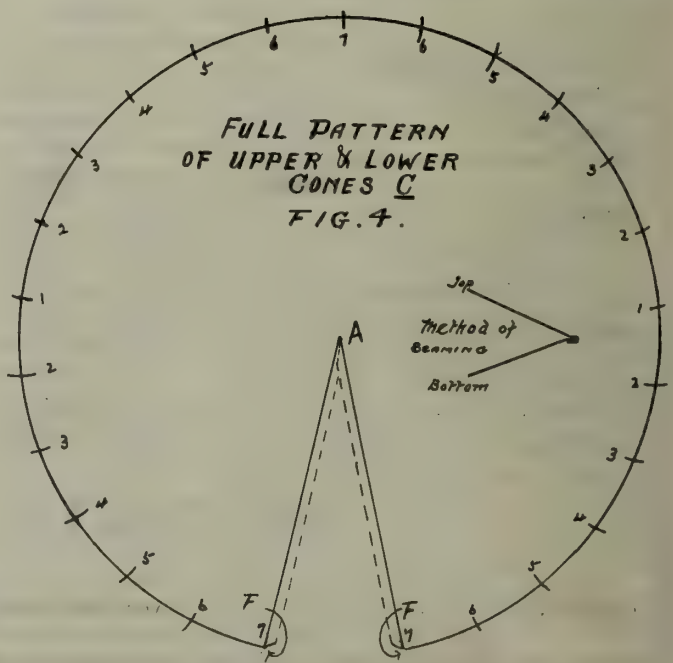


FIG. 4.

Junior Clerk's Page

THE POTENCY OF TACT.

Some one has said, "The secret of all success lies in being alive to what is going on around one; in adjusting oneself to one's surroundings; in being sympathetic and helpful; in knowing the wants of the time; in saying to one's fellows what they want to hear, what they need to hear, at the right moment. It is not enough to do the right thing; it must be done at the right time and place."

Tact is an extremely delicate quality, difficult to define, hard to cultivate, but absolutely indispensable to one who wishes to get on in the world rapidly and smoothly.

Some people possess this exquisite trait in such a degree that they never offend, and yet they say everything that they wish to. They apparently do not restrain themselves, and say things with impunity which, if said by many others, would give mortal offence.

On the other hand, certain people, no matter what they say, cannot seem to avoid irritating the sensitiveness of others, although they mean well. Such people go through life misunderstood, for they cannot quite adjust themselves to circumstances. The way is never quite clear for them. They are continually running against something. They are always causing offence without meaning to, uncovering blemishes or sore spots. They invariably appear at the wrong time and do the wrong thing. They never get hold of the right end of the thread, so that the skein does not unravel, but the more they pull, the worse they tangle the threads.

It is a great art to interest oneself in others, to be able to strike a responsive chord so that you will make a stranger feel at the introduction that there is something in common between you.

Never mind what you know. Do not try to dazzle others with your great knowledge upon a certain subject. Just try to find out what will interest them, and make them feel comfortable and unrestrained.

We always admire people who interest themselves in our affairs and who are not forever trying to talk about themselves and their own interests.

"Talent is something, but tact is everything."

BLUFF ANSWER WORKED.

Up to ten years ago it was an axiom that salesmen in the packing house business in Chicago, says a writer in Business, should be guided by one of four rules laid down by one of the heads of the industry, a brusque man who was also democratic in his ways.

A bright, manly-looking chap entered the office one day when he was very busy.

"Good morning," he began politely.

The packer gave him a hasty glance.

"Well, what the blankety-blank-blank, do you want?" he growled.

"I want civil treatment, and I want it blankety-blank-blank quick," came the sharp answer.

"Oh!" The packer looked up in surprise. Modulating his voice a trifle, he asked: "What can I do for you?"

"I want a job as a salesman. I have worked as a butcher. I have worked in the packing house, and I have sold smaller lines to the meat trade. I have references to prove that I deliver the goods, and I have them with me. I want to get into a bigger field, and I am here to make good. Have you got a job open?"

"If we haven't, we'll make an opening for you. Report to the sales manager Monday morning."

As the young man started to leave the office the brusque old packer called him back.

"Do you know why you got the job?" he asked.

"No, sir."

"Well, you have the three essentials that make a good salesman. I'll point them out to you, so you'll remember 'em. First, you don't think any man is better than you are, and you have the nerve to stick to it. Second, you knew the good points of what you had to sell. Third, you stated them in the fewest possible words. I'll add a fourth—get out before I change my mind."

USE THE MATERIAL AT HAND.

Many fail of success because they do not use the material at hand. They wish to do some great thing; forgetting that the great deeds of great men were made possible because there had been the accomplishment of a multitude of smaller things leading up to the highest possible achievement. It was said of Alfred de Vigny that he was constantly proposing to write a great poem, and that he had the capacity and genius to make it; but he spent his life in gathering materials for that poem. Sometimes his friends used to say to him: "Why don't you begin? You are getting on in life and after a while you will be too old to write the poem." And he would keep saying: "To-morrow I will begin." One morning the papers in Paris announced his death, his work all undone; he lay dead amid the magnificent materials he had spent a life-time in collecting with which to begin the poem. The first settlers on the prairies of the great West had no lumber to construct houses and barns with. Sawmills were unknown, brick and stone were not to be had. But they used what came to hand. The tough sod of the prairie was cut into desirable lengths, and out of this unlikely material the walls and roofs of buildings were constructed, and a few of these novel dwellings can be seen yet by the traveler bearing silent witness to the energy and resourcefulness of the pathfinders of that country. The early settlers of the Eastern provinces used the crotch of a tree for a harrow and cut their first harvests with a reap hook or cradle and thrashed out the grain with a flail. Had they waited for modern machinery they would not have succeeded as they did. A pine knot, a tallow dip or a candle was all the light many of the early settlers used, but in the long winter evenings these served to get an education by, and the boys so educated became the founders of the best we have from an educational point of view. Those who use to the best advantage the material at hand, though it may be inferior in quality, will forge ahead, and soon be in a position to obtain and use the best.

Current News

Business Changes

Wingham, Ont.—Alex. Young hardware is reported having sold out.

Fire Losses.

Ottawa, Ont.—Mulhall Hardware Co. suffered loss by fire.

Montreal, Que.—P. H. Klein, Ltd., manufacturers of incandescent lamps, have suffered loss by fire.

New Firms.

Vanguard, Sask.—Henderson Bros. have opened a new store at Aneroid, Sask.

Vancouver, B.C.—Lepper and Hartmeir, sheet metal workers, have dissolved partnership, Mr. Hartmeir continuing.

Ontario Incorporations

Anglo-Canadian Oils, Ltd., capitalized at $100,000, head office, Toronto, Ont.

Super-Heater Stove Co., Ltd., capitalized at $50,000, head office, Kenora.

Cemco Ltd., capitalized at $40,000, head office, Toronto to manufacture and deal in elecrical apparatus and appliances.

Personal.

O. B. Manville, one of the partners of Manville Hardware Co., Ltd., Prince Rupert, whose store was recently burned, sailed from the Old Country, July 28th, having been advised of the fire by cable. A small stock has recently been purchased, and business will be carried on quietly until Mr. Manville arrives. Then a new course will be determined upon.

Roswell I. Blain, of Blain's White Hardware, Brampton, Ont., was one of the players who accompanied the Brampton lacrosse team to Vancouver. He reports a great trip, and had the pleasure of playing against Bob Knight, the Coast hardware traveler.

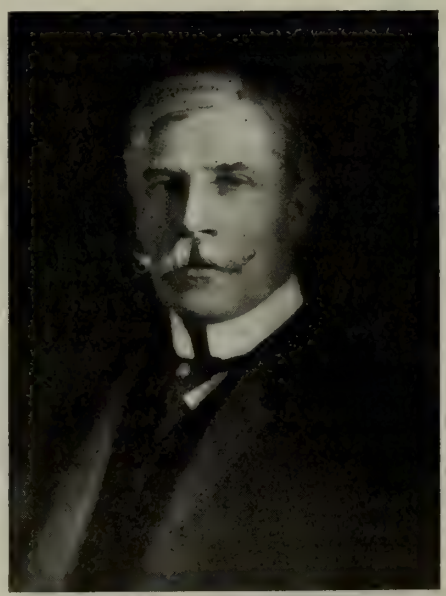
Presentation To Starrett Co.

The annual outing of the New England Hardware Dealers' Association was held at New Port, R.I., on Friday, July 17th. A feature of this outing was the presentation to the L. S. Starrett Co. of first prize, which this company won for its fine exhibit at the New England Hardware Convention held early in the season.

OFFICERS OF THOS. ROBERTSON COMPANY.

James M. Robertson, the newly-elected president and managing director of Thomas Robertson & Co., Ltd., Montreal, takes with him in his new duties the experience of forty-four years' association with the company and consequently a broad knowledge of many of the branches of the metal trade.

Mr. Robertson has seen many changes in the business in which his firm has for so many years played a very prominent part in Canada. Launched in the year 1853 by John Wilson and Thomas



JAMES M. ROBERTSON.
President and general manager of Thomas Robertson & Co., Ltd.

Robertson, under the name of Thomas Robertson & Co., there were many years in which practically all of the stock-in-trade had to be imported from England and Europe; to-day the bulk of the importations of iron and steel are brought in from the United States. Likewise manufactured articles and supplies were largely secured from the old land, for there was a limited supply to be had in this country where manufacturing was just in the beginning in the metal trades.

In the early days of the experience of Mr. Robertson, Montreal was much more important comparatively in the metal trades than it is to-day, and there were three or four times as many houses engaged in the business than there are to-day. The prosperous manner in which this firm has survived and enlarged is a tribute to the men who have been at the head of the concern and the policy which has been adopted. Half a century ago practically all the metal in the raw state or manufactured coming into Canada had to come through Montreal; since that time there have been many changes.

Mr. Robertson succeeds the late president, James Reid Wilson, who entered the business at the same time as himself, the original partnership having been formed by their fathers.

John Wilson, son of the late James R. Wilson, who has been a director of the company for the past five years and who has been associated with the firm for eight years, is the new vice-president, while the vacancy on the board of directors has been filled by S. R. Brewer, who for the past twenty-one years has been connected with the company both on the road and in the office. Mr. Brewer has been secretary-treasurer and he will continue the duties of the office he has been so ably filling.

Peart Bros. Issue Catalogue.

Regina, Sask.—Peart Bros. Hardware Co., Ltd., Regina, Sask., announce the completion of the issue of their General Catalogue, which has been prepared, it is said, at a cost of over $12,000. After expert compiling extending over a period of a year and a half, it is now ready for their trade. The book itself is a splendid example of printers' art, and has about 1,000 pages (all in two colors), with many thousands of illustrations. It has a loose-leaf binder, convenient for insertion of new and the correction of old pages. That Peart Bros. have unbounded faith in the future of the West, and that during the few years they have been engaged in the jobbing field they have met with success is clearly evidenced in the handsome catalogue issued.

Peart Bros. have conducted a retail business in Regina since 1903, and one in Moose Jaw since 1912. A wholesale branch was started in 1911, in their new warehouse. Peart Bros. are to be congratulated upon their energy, as well as upon their faith in this Western coun-

try. T. W. Peart, the founder of the company, is its president; M. B. Peart is vice-president and manager of the retail departments, and J. W. Peart is secretary-treasurer and manager of the wholesale departments.

Evidence.

"Evidence" is the title of a booklet just issued by The Stark Rolling Mill Co., Canton, Ohio, makers of Toncan Metal Corrosion-Resisting Sheets.

With the knowledge that evidence of a material in actual use facilitates investigation this book was issued. It is said to show at a glance what would otherwise require months or perhaps years to determine.

It is the object of the booklet to indicate the extensive use to which Toncan Metal has been placed, and its ability to withstand the most severe influences.

Only parties actually interested are furnished the booklets, and in order to obtain one, a letter must be written on the printed letter head of the company with which the party making the request is connected.

Folder for Heaters.

The Canada Stove and Furniture Co., Ltd., who have recently moved to their new factory at St. Laurent, Que., just outside of Montreal, have issued a folder showing a most complete line of Quebec heaters and hot blast heaters. There are twelve different models shown in the folder comprising the ordinary heaters, also some square tops and models with two and four lids. Some are made with grates and some without. The models are all new and very attractive. The folder, which gives full information regarding each line, will be sent to any dealer upon request to the Canada Stove and Furniture Co., Ltd.

GRIEVANCES AGAINST IMPLEMENT MEN.

The Saskatoon Board of Trade in its weekly news letter of July 27 refers to the alleged grievances against implement men as follows:

Saskatoon, Sask.—A commission is now sitting at various Saskatchewan points for the purpose of investigating complaints of farmers of the methods of certain implement and tractor firms. These, it is alleged, involve hardship. If the provincial Government finds such complaints justified, it is the intention to institute legislation controlling the situation and preventing possibility of all abuses. So far, however, it would seem that instances of injustice were few and somewhat far between; and the public is coming to the conclusion that the farmer, having obligated himself somewhat extravagantly to implement houses in pursuit of his recent ambition to handle far more land than he had either reason or right to attempt, now seeks to blame everyone save himself. The implement man is the scapegoat of the moment. At the same time, the fact remains that in many instances, seductive salesmanship led to the hopeless overloading of farmers with implement obligations, under which they are likely to sweat and struggle for years to come. The whole situation is one aspect of an era of indiscriminate credit extended in every direction during 1911 and 1912, from which every section of the community is now suffering more or less.

WHY ARE SMALL SHOP KEEPERS?

Answer seen in experience of man with broken alarm clock.

"I often wondered," said a bachelor business man living in the fifties not far from Broadway, according to the New York Sun, "why it was that one jeweler around my neighborhood had a fine big shop and three or four others had places not half so large and didn't seem to be doing any business at all. But I know now.

"I had occasion to have one of these modern alarm clocks repaired, and to make some business for the small chaps I went to one of them to do the job. He said he couldn't do it for less than 75 cents, if it could be fixed at all, and when it was done it wouldn't be of any account and I had better buy a new one. He offered me one for $1 up. I left him and went to the others. All had about the same answer.

"Then I thought I'd go to the big shop jeweler and hear what he had to say. He said if it could be fixed he'd do it for 50 cents and guarantee it for a year. He said he'd let me know next day if it could be done or not. When I went in again the clock was finished. I paid my 50 cents and he said if it got out of order within a year to come around and get it fixed without cost.

"Then I knew why he had the big shop and the business, and I wondered why it was that the small shops didn't wake up and do business in a way to attract trade and hold it when it had once been secured. I also began to get a glimmer why it is that the small shopkeepers are nearly always small shopkeepers. When they know how to do business they soon grow into big shopkeepers."

PROBLEMS FOR SHEET METAL WORKERS.

(Continued from page 44.)

straight edge at H and G, Fig. 3, and develop line 1. Then mark off sufficient allowance for seam, which should be made as shown in Fig. 4.

We will now develop the top and bottom of cone C, which are both exactly alike, except the piece to be used for top half must be a little large to allow for seam as shown.

Take compasses and place at A, opening up to F. Then draw vertical line and make centre A. Then draw circle as shown in Fig. 4. Use the same stretch-out measurements as shown in Figs. 2 and 3, viz., 1, 2, 3, 4, 5, 6, 7, repeat the same operation as was required when developing flare D, the lower piece to be known as the deflector, being the exact size, the upper one or hood to be large, as stated before, to allow for seam. All these seams should be well sweated together, and made air tight.

For a 6-inch ventilator the position of hood should be one inch higher than the opening of pipe at line 3.

"AS ADVERTISED."

The presence of a well-selected stock of bathroom fixtures in a silent salesman or otherwise disposed of, is an invaluable adjunct to a store's display of goods. It is greatly to be doubted as to whether this line cannot be made to show up more attractively than cutlery. The bright sheen of nickel and brass goods in such a variety of artistic articles often prove their pulling power by attracting sightseers, who get the same enjoyment out of gazing at such a display that they would out of a good picture or other work of art.

A recent display seen showed the fixtures resting on an extremely well-lighted silent salesman on a floor of green velvet, which in connection with the electric lights brought out to the fullest extent the artistic value of the fixtures. On top of the case was a nicely gotten up placard with the words "As Advertised" on it. The latter was the finishing touch.

Some men carry their courage around in a pocket flask.

Every clerk should ask himself if he is earning more than the amount of net profit on the goods he sells over and above the actual demand.

New Hardware Goods

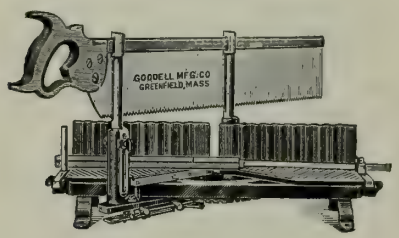
Offered Canadian Hardwaremen

STEEL MITRE BOX

The Goodell Mfg. Co., Greenfield, announces that an improved steel mitre box is being offered to the trade. The bed or main frame of the box is made of high grade bar steel. This is shaped and strongly riveted in the form of a truss, the most rigid and strongest form known in mechanical engineering.

The rigid steel construction of the bed, with the heavy corrugated steel back and the careful work of skilled mechanics insures, the company claims, absolute accuracy, not alone when the box is new but under the exacting conditions of continued daily use.

The lever carrying the saw may be swung from 45 to 90 degrees either right or left, and will lock automatically at all the regular, most used angles. It can be locked at any angle shown on the degree scale by simply pulling forward a small knob on the side of the lever.



Improved Goodell Mitre Box.

Angles more acute than 45 degrees are obtained by the angle attachment, which is also used as a molding holder. This with the length gauge for cutting duplicate parts of any length up to twenty inches are easily set to position and fastened by means of thumb screws. These useful devices are a part of every complete box. They are, however in the form of patented attachments, which can be easily removed or replaced in a moment by means or four screws. When these attachments are not wanted the price of the box is correspondingly reduced.

The serrated steel plates which cover the bed and form the bottom of the box will be found most effective in holding the work from slipping, a very important feature.

The company's new catalouge B will be sent upon request.

FORD LOCK.

The Ford Lock Co., 1042 So. Olive St., Los Angeles, Cal., have placed on the market the Ford automobile lock here illustrated. The Ford lock is so constructed that when in place on the car it locks all gears in neutral, but does



Ford Auto Lock.

not lock the brakes, thus allowing the car to be moved in case of fire or accident; thereby complying with any existing city ordinances. The lock is made of hardened Bessemer steel and the makers claim it cannot be cut. The staple is case-hardened so that it cannot become bent or broken.

The lock is especially designed for Ford cars.

COMFY CUSHIONS

The Nathan Novelty Mfg. Co., 84-89 Reade street, New York, N.Y., have recently added to their line the combination Comfy Cushion here illustrated. The manufacturers claim that it "embodies more uses than any cushion ever made; not an ordinary pillow, but filled with a specially imported vegetable fibre; soft and downy, and covered with a high grade imitation Spanish leather in brown, green or red. It is guaranteed to retain its life and resiliency, and never gets hard or lumpy." They especially recommend it for automobiling and motor boating and canoeing, because it "fits in the small of the back, and gives comfortable support just where it is needed. The cushions weigh twenty-three ounces."



Combination Comfy Cushion.

WESTERN OBSERVATIONS.

(Continued from page 39.)

"You want kill me," declared the farmer.

Purvis had no such intentions, and told him so. In the heat of his indignation, which had blazed for a month, the farmer denounced the hardwareman for selling him a stove the oven of which was filled with dynamite. It took a lot of pampering and a number of drinks to persuade the farmer that James Purvis had not attempted to kill him.

The oven of this stove had been used to store dynamite where it could be reached quickly when wanted. I hope no hardwaremen carry explosives in stoves to-day. The law is broken flagrantly, however, by the men who use it.

While talking about Sudbury, let me mention an interesting fact which came to my notice while there. Hardwaremen had just placed their first order for rat traps. Since Sudbury commenced to grow, half a century ago, rats have been unknown. Recently they made an appearance, and local stores experienced a demand for traps. Their advent has been blamed on a large grist mill built two years ago. Twelve miles away, rats have lived and thrived for half a century. There are old residents of Sudbury who still insist that these newcomers are not house rats, but musk rats. Has a Pied Piper of Hamelin passed through Sudbury at some period?

However, the demand for game traps is very big there, and these can be seen suspended in large numbers, in every hardware store.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The hardware trade is giving careful study to the probable effect of the great war in Europe on the hardware business in this country. The general opinion is that there may be temporary embarrassment to some firms and interests, but on the whole the trade in general is optimistic. Prices on some lines have already soared, but there appears to be a tendency on the part of jobbers to keep prices as near as possible to present levels. Imports of cutlery and other lines have been cut off for the time being and European manufacturers' agents located in this country have adopted a "watchful waiting" attitude. They are not trying to sell for future delivery because they fear that orders will not be filled. Firms who have not yet received import goods for the fall and Christmas trade are rather anxious and fear a shortage. Other firms state that they have fair stocks on hand and will be able to handle the fall and Christmas trade. No doubt higher prices will at once go into effect in cutlery lines. The big jump in the price of tin was one of the features of the week. Tin sold last week at 33 cents per pound and is now quoted from 53c to 60c per pound. Solder has advanced 10 cents per pound. If hostilities continue for a considerable length of time quotations on these lines will go much higher. Copper is easier but may advance. Imports of Belgium glass will no doubt be affected, but it is said that stocks in this country are heavy at present. Linseed oil is weaker and quotations generally are easier this week. Nails remain unchanged, although some firms are still buying nails at low prices in unexpired contracts. Late reports just before going to press state that prices on many metals and on several lines of cutlery have been temporarily withdrawn.

MONTREAL.

MONTREAL, Aug. 6.—Conditions that the business world never looked for—conditions which dealers on this side of the water generally imagined to belong to the past ages—have arisen as the result of the war in Europe. To-day no one can foretell the future; no one knows where prices may go or through which avenues the stream may first break. In many lines advances are already warranted, but they have not been made as yet largely because the wholesalers do not know what changes to make. All eyes are on the situation in the North Sea, and everything hinges upon the ability of Britain to re-establish the ocean services, which have now been suspended. Generally, however, it is evident that in the hardware line there will be a tendency to keep the prices as near to the present level as possible for the time being and until the smoke of uncertainty blows away to some extent; there is no apparent inclination on the part of the trade to take advantage of the circumstances to make profits on their present stocks, and advances will probably not take place until these stocks begin to run low, and there is the difficulty of replenishing—but then in this as in everything else that may be said about the market, no one can make intelligent forecasts.

The first lines to be affected will be those like cutlery, where the source of supply has been cut off; even if business relations with Europe are resumed it may be taken that the higher cost of transportation, insurance, exchange, etc., will mean higher prices. But so far as a serious shortage is concerned the fact remains that in the hardware business practically everything required can be had on this side of the water, but it must be expected that with continued hostilities the prices will be advanced.

Hardwaremen can take some consolation from the fact that in this line of business there is not likely to be a famine for any staple commodity, and the continuance of business relations with the States on the same basis as at present gives assurance of supplies. For the present prices quoted in the market should be considered as purely nominal and subject to instant change as war conditions may warrant.

Metals.

An example of what may be expected is to be found with regard to tin. Following the declaration of war, tin and other metals were weak; to-day we find that tin has advanced practically 20c a pound, and is very strong. Prices for plates and tinware will have to be advanced accordingly, but up to the present the price adjustments have not been made owing to the general upset state of the market. Copper may be expected to be easier if anything on the curtail of output in the United States, but later there may be a strong demand for war purposes. Spelter is also inclined to be weak on the big markets. Antimony may be looked for on a higher basis as soon as adjustments can be made; aluminum is getting stronger, and lead is on the same basis. Iron and steel are in a strong position, and the prices for sheets at primary sources are sure to advance, as most of this kind of goods comes from across the water. But here as in many other departments we do not find that at the moment dealers have made changes to meet conditions. Demand for bar iron for domestic trade is not strong, but the market is firm on the same basis, $2.05 Montreal.

Tin is now quoted at 56c, and there is a big increase in the prices of solder—wire solder, 34½c; half-and-half, 33c, and wiping solder, 34c. Sheet zinc remains at $6.75 in casks; lead, $5.10; spelter, $6, and copper, $15.50; ingot brass, red 14c, yellow 13c.

Higher prices should be expected for Canada plates, charcoal tin plates, charcoal terne plates, charcoal tin boiler plates, galvanized ware, black and galvanized sheets, enamelware, etc.

Cutlery Will Advance.

An advance in the prices of cutlery is a foregone conclusion, although it is doubtful if the trade will force the issue until the situation becomes more defined.

Germany will discontinue exporting to this country while the war is on. These goods can be secured from the States, but we must expect to pay higher prices.

English tool steel will undoubtedly be advanced as soon as adjustments can be made. English chain will also be in a strong position.

Lead Waste Pipe.

Lead has not been moved by the war situation thus far, and prices are on the same basis as before, with an inclination towards an easy feeling. Quotations are :—Lead pipe, 7½c; lead and waste pipe, 9c, with discounts of 7½ per cent.

Nails, Screws Rivets, etc.

Business in nails is not very active, but the situation is strong and the demand steady. Prices and discounts are firm and on the same basis, and there is considerable speculation as to whether the suspension of commerce will affect the market or whether the balance of trade will work out much as it was. Quotations:—$2.25 base for wire nails, and $2.50 base for cut nails, Montreal. Screws, rivets and burrs are unchanged, but strong.

Rope and Harvesting Tools.

Re-ordering for harvesting tools and for rope needed in connection with harvesting operations is active, and a nice business is being done. Prices are unchanged as follows:—Pure Manila, 15c base; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Fall Lines Moving.

A continued movement is noted in fall lines, guns, ammunition, skates, blankets, etc., and there is a noticeable demand for lanterns, lamp burners, and lamp and lantern chimneys.

Stoves.

A more encouraging report was to be had this week regarding the stove business. There is some inquiry for ranges and activity with regard to furnaces. So far as this department is concerned the influence of the war is problematical. On the one hand there is the prospect for high prices for farm commodities and good country business, and on the other hand, raw material may be held up—it is too early to forecast.

Crowds Kept Out of Stores.

In Montreal it was felt that the war attraction detracted from business to the extent of keeping people out of the stores. In the city there was a falling off in demand noted about Thursday; through the country some improvement was noted.

TORONTO.

TORONTO, Aug. 6.—War and its effect upon prices is naturally the feature of this week's markets. To date, tin has advanced 20c per pound, and solder 10c per pound. Other prices are unchanged, but some are uncertain. A feeling of optimism is noticeable. Some representative leaders expect an increased trade at higher prices to the benefit of business and the detriment of the consumer. Tight money and high interest rates are expected. A condition unparalleled in human history confronts the markets of the world, so that no adequate comparisons or prophecies of other than a general nature are possible at this early date. But that price changes upward on European imports and down on some American exports is due, and that the country as a whole will have to dispense with some classes of fancy goods heretofore furnished by Continental Europe is a certainty. The details of the underlying causes governing the supply of the more important articles will be found in the sections to which they belong in the following summaries:—

Rise in Metals.

Metals were the first to be affected by the war scare. Tin has jumped to a high level, and prices range from 53c to 60c per pound. The price was 33c last week. Solder has followed in sympathy to the extent of a 10-cent raise. The question so far has most decidedly not been one of a stimulated demand, but of light stocks that will soon be depleted, with no available source of replenishment. The bulk of our tin comes from the Strait Settlements of the West Indies. Imports have ceased, and the resumption of them depends entirely upon the success of the British fleet.

Copper is unchanged at $14.15. As North America exports this metal in large quantities, and as our trade relations with the United States are likely to be closer than ever, a change in this metal is looked for by some authorities. The condition of the market is badly mixed. Spelter, lead and pig iron are unchanged. North America is a heavy producer of lead, and there are heavy stocks of both it and antimony on hand.

Sales of metals remain quiet. Other prices are:—Antimony, 8¾c to 9c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12 to 14c lb.; half-and-half solder, 33c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 29½c lb.; easy wiping solder, 30½c lb.; star extra,31¾c lb.; wire solder, 36c lb.; tinkers' bar solder, 37c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

Nails remain at $2.25 base for wire and $2.70 base for cut. Some retail firms are still buying nails at $2 base, under contracts, which will exist until the end of the present year. Screws are as per current market quotations and are unchanged since the raise of a few weeks ago. Nails and rivets are quiet. Demand in the former is particularly light. Screws are moving better than at any time this year.

It is not known what effect the present situation will have on the price of nails, but no change is anticipated. The source of supply, of course, is in Canada.

Brass Goods, Etc.

Demand is fair in brass goods, and no uneasiness is evidenced as a result of the war. Canada and the United States can supply the needs of the country in these lines.

Cement.

Cement prices are unchanged at $1.85 retail and $1.55 in carload lots. The demand continues excellent. Manufacturers are non-committal as to the

LATE MARKET REPORTS.

Since the writing of the regular market reports sharp advances have occurred in several lines. Some varieties of flake shellac have advanced 8c per lb. Some varieties of German cutlery and German hardware are being advanced. An advance in English cutlery is being considered by many firms. British Manila, African hemp and Russian hemp have advanced one cent per lb. Advances in some other cordage lines are being considered. Some manufacturers and jobbers are withdrawing their prices on some or all lines in order to get a breathing spell and adjust prices to supply and demand. Meetings are being held by those interested in several lines for a consideration of the market conditions.

The linseed oil market is very unsettled. Prices will be gauged by stocks on hand and chance of export of by-products. Turpentine is held at market prices, but no sales are reported.

Those in the best position to know are the most conservative in their opinions as to the future trend of prices.

future trend of output and prices, professing that no man can speak with authority on the subject.

Cordage.

Cordage and twine are still selling in fairly large quantities. Prices on twine are unchanged at 13½c per lb. for 650 ft. size to 9¼c for 500 ft. size. Pure Manila rope is 15c base; African hemp is 11c base, and sisal 10½c base. The repeat orders in binder twine are said to be the best in years, partially due to light initial orders. Except cotton waste, a large part of these lines is imported in the raw. African hemp comes from German East Africa and Manila from New Zealand to some extent. Russia has furnished hemp and India jute. The duty on this class of goods against United States importations is about 25 per cent. It is stated that Canada can make all necessary cordage.

Cutlery and Skates.

Orders for cutlery, skates and fancy hardware have been booked, but at this date there is no certainty of shipment, although in some cases skate orders have already been filled. Nothing is known about the future trend of prices. Germany has been furnishing the bulk of the pocket knives to this country. A large part of the skates are manufactured in Canada. English cutlery is not available at present.

Several of the Canadian jobbers have fairly good stocks of cutlery on hand. Cutlery prices will no doubt advance in the near future.

Guns and Ammunition.

Prices in these lines are unchanged as per current quotations, and no forecasts are being made as to future probabilities.

Stoves, Enamelware, Etc.

Stoves are quiet, but the gas variety sold a little better this week than last. As one large manufacturer stated, the trade would not have known that a great war was on by their own condition. Enamelware is comparatively brisk. Summer lines are quiet, and sorting orders only are coming in.

LONDON.

LONDON, Ont., Aug. 5.—Business in hardware lines is rather quiet this week. The excitement caused by the announcement of war has had a tendency to keep many people away from the retail stores. The carpenters' strike has been called off, and contractors are taking on just those they have room for. Linseed oil has again advanced. Price of cutlery and other imported lines may be advanced on account of the war and the disturbing of trade routes. The "London Old Boys" are here this week, and pleasure rather than business is the order of the day.

Linseed oil and turpentine are quoted as follows:—

Linseed Oil.

Raw —

1 to 2 barrels	66c	per 9 lbs.
3 to 5 „	65c	„ „
6 to 9 „	64c	„ „

10 barrels and over, open.

Boiled—

1 to 2 barrels	69c	per 9 lbs.
3 to 5 „	68c	„ „
6 to 9 „	67c	„ „

Turpentine.

1 barrel lots	70c per Imp. gal.
5-gallon lots	77c per Imp. gal.
2 to 4 barrel lots	69c per Imp. gal.

Screws, Nails, Etc.

Wire nails are only in fair demand at $2.25 base and cut nails at $2.70 base. There is still a demand for some sizes of wire cloth, which is quoted in 100-ft. rolls at $1.55 per 100 sq. ft., and $1.60 per 100 sq. ft. in 50-ft. rolls. Screws remain at prices shown in current quotations.

Fall Goods.

Some lines of fall goods are moving fairly well, and retailers look for a very fair fall business.

WINNIPEG.

WINNIPEG, Aug. 5.—Manufacturers and wholesalers here, are, for the moment, wondering just what may be expected as a result of the trouble which has arisen in Europe. Developments are a little slow—at least definite news is tardy, but already enough has occurred to make an advance in some lines inevitable. If, as is feared, the strife becomes general. There will be no change for a week or two, but dealers would do well to prepare for this advance.

Collections Doubly Important.

It is also very clear that this is a time when money will be in demand. Some loans of foreign money, recently arranged in Winnipeg, have, as a result of the trouble, been canceled. More such instances are to be expected. Money, in short, is likely to be very scarce, and dealers would do well to start a hard campaign for collections. Whether or not the farmer gets more than otherwise might have been expected for his wheat, on account of the war conditions, he should pay up for the goods he has bought. Moreover, as the dealer is sure to be called upon for prompt payment of his accounts, he should exact the same treatment from his customers.

Glass To Advance.

Belgium is now one of the belligerent powers and the war is sure to cripple her industries, among the most important of which is glass. Already the rumors and prospects of trouble have been sufficient to greatly upset this market. The rate of exchange has been advanced nearly 40 per cent., and one shipment of Belgian glass now on order, will have to be canceled, or this greatly higher rate of exchange must be charged.

Stocks Fairly Good.

Stocks of glass on hand in Winnipeg at the present time are satisfactory. The demand, however, in spite of a somewhat quiet building year, has been heavy. A war will render the local market practically dependent for glass upon the manufactories in the United States. Owing to the dullness which has existed there it is likely they will be able to fill the need, but an advance of some 10 per cent. in prices is practically assured.

It is hard to tell just where the advances will end, providing hostilities proceed. The hardware trade will perhaps be as widely affected as any. One can imagine the great German plants practically closed down—also those of the British Isles. Then tin seems sure to rise, and with its advance will likely follow an upward movement in tinware.

One wholesaler is now worrying somewhat about a shipment of Canada Plate supposed to be sent shortly from England. He fears delay here.

Paint May Move Up.

Paint prices also may rise. With lead, zinc and pigments coming from the affected territory, it seems natural to expect that the supply of these will be greatly reduced, and that a consequent advance in price will be inevitable. In this line, however, as in a number of others, no immediate movement is likely to take place. In fact, for the next two or three weeks, a somewhat quiet market may be expected. This will give time for the situation to develop. Then price changes may be expected. There have been none of any consequence this week.

Good Average Crop.

Trade on the whole is satisfactory. The weather of late has been in favor of the crops, and while it is not expected that there will be as heavy a crop as last year, good judges have predicted 175,000,000 bushels, which is a very fair yield. There is a likelihood, too, that the prices will be considerably higher than those of 1913.

MENTAL RUTS.

Don't think in a rut. To do so insures the strangling, still-born, of all broad ideas and high ideals and heavenly hopes. Try to look at the other fellow's standpoint. Hunt new ones for yourself. Don't let dry rot attack your mental timbers, else you will dry up and blow away. Get out of the rut!

Paint Department

Creating Your Own Paint Business

It is Better and More Praiseworthy to Create Your Own Demand Rather Than to Edge in and Fight for Your Share of Either a Normal Demand or One Your Opposition Has Created.

THERE is such a variety of articles of the same kind offered the general public that the customer is frequently in a quandary to know just what he should choose from the bewildering variety of good things offered him. Things are shaded so finely that there may frequently be complete similarity both as to quality and price, a fact that tends further to the confustion of the ultimate consumer. For if there is a difference in quality, there is usually one in price too. This is true of paints at least and it is with paints that we have to do to-day.

Presupposing that the customer doesn't know which paint to choose from among the brands offered by yourself and your competitors or perhaps openly favors the latter, there arises the necessity of convincing him that yours and yours only is the one paint for his purpose.

Possibly one of the chief and simplest ways of attaining this end is to make a business of educating the customer in the method of manufacture of the paint in order that his interest may be personal and that he may know beyond a doubt that it is made honestly and that its life has been placed before its price. Too few people know anything but of the most vague description of the making of the most ordinary articles of commerce and fewer still but what are intensely interested in such descriptions. It does not require a skilful conversationalist to turn the subject of conversation from a topic of indifferent interest to the history of the store's goods.

Another equally important fact that is seldom brought out is the adaptability of the paint in question. Some men do not know that the paint that is used at sea level is not suited to a high dry altitude and vice versa. We can't all be painters so that there will always be pupils in plenty.

Nothing appeals quite so much to the average citizen as an appeal to his local pride and the properly backed up statement of the fact that this paint was made for the peculiar climatic conditions of this locality cannot fail of its effect. Think of it, a special paint for Morristown.

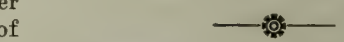
Home facts may be utilized to further advantage by an authentic tabulation of the paint history of the town. Such a one should show clearly the deterioration and resultant financial loss that follows a neglect of the use of the staple. Pictures of local homes, fences, and wagons may be advantageously used both in the newspaper and circular advertising.

It is better to create your own demand so as to have the filling of it than to edge in and fight for your share of either a normal demand or of one that the opposition has created. It is not only more gainful but more praiseworthy.

That same appeal to local pride and local conditions can be carried on indefinitely, from advertising and verbal talks to actual demonstrations. Henry Jones is much more willing to believe in the efficacy of Smith's All Star Paint if he is shown conclusively that Brown's fence that has been painted regularly from time immemorial is still in good condition whilst Robinson's of equal vintage is a rotting mass of punk that is barely held together by its headless nails. The setting of a section of each in the show window should lend piquant interest to the situation.

It should be the settled policy of a store in towns large or small to keep everlastingly after the owners of unpainted buildings. The size of the town need not affect any part of the selling game except the approach. In the more country town, close acquaintance gives the opportunity for perpetual paint talk; in the larger towns, a house to house canvass offers the logical method of approach.

The finding of new color combinations and new uses generally, in short the creation of a demand where there was none before offers the one safely successful route of salesmanship to the man who will get out and go after it.



EFFECTS OF WAR ON UNITED STATES BUSINESS.

Cleveland, Ohio., Aug. 6.—The Iron Trade Review to-day says:—Leaders in the iron trade are giving careful study to the probable effects of the great war in Europe on the iron and steel business in this country. The prevailing opinion is that in the long run business will be benefited, but temporarily there is likely to be considerable embarrassment to some interests.

All quotations on ferro-manganese have been withdrawn, and it is almost impossible to buy this product. Fortunately steel plants are well supplied, having bought in unusually large quantities last January. Prices of pig tin are soaring, and this condition causes some anxiety among tin plate makers. If the war should be long continued, some tin plate mills would be compelled to cease operations. The suspension of commerce with the nations at war removes all danger of imports seriously affecting home products under the low tariff, and promises to offer some unusual opportunities for exports to countries not at war, particularly South America.



Good salesmanship is one suggestion after another.

* * *

A particular woman shuns the unshaven, unlaundered man.

MARTIN-SENOUR
PAINTS AND VARNISHES



HOOK YOUR PAINT BUSINESS
TO THIS **TRADE-MARK**
IT'S LIKE HITCHING YOUR
CHARIOT TO A STAR

100% Pure Paint

A SURE
GUARANTEE
OF HIGHEST
QUALITY

The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

Liquid Granite

is the floor varnish you should sell to your customers. It is made by Berry Brothers, the largest manufacturers of varnishes in the world, and sold by the leading dealers in most every town throughout the Dominion.

Every dealer selling Berry Bros.' Varnishes has the advantage of selling finishes that have a reputation of giving the utmost in satisfaction for 56 years. He sells varnishes of the highest quality—varnishes that have the confidence of master painters and contractors the world over.

Durable and Waterproof

Liquid Granite is the most durable and elastic of all floor varnishes. Wood treated with it may dent under a hammer blow but the finish will give without cracking. Washing with soap and water does not affect it. Liquid Granite floors are easily kept clean.

These are a few of the many points that make Liquid Granite so popular with the housewife—that have made Liquid Granite a big seller for dealers everywhere.

Write for our co-operative proposition. Let us show you how you can profit by selling Berry Brothers' Varnishes.



BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE, ONT.

Weekly Paint Markets

MONTREAL.

MONTREAL, Aug. 6.—In the paint markets the only direct effect of the war to the present time is with regard to linseed oil, which continues to move rapidly up and down the scale as the daily reports affect the market for flax. Otherwise business continues much as it was, with little more than the seasonable quietness. For the future there is the general state of uncertainty which prevails throughout the business world in general. Prices in nearly every department are very firm, but as yet advances have not been made. Paint men have turned their eyes to the North Sea as being the stage for the first developments, for much will depend on the ability of Great Britain to open the avenues of commerce. With a continued suspension of transportation stocks in hand will soon be exhausted and prices in some departments will have to advance, although at the same time the supply of the main elements in the manufacture of paints, such as oil and white lead, should not be seriously interfered with. There will not be a tendency to increase prices until necessity forces action, for the reason that with a continuance of the war and the upsetting of the financial system there will be little work in the building way being carried on when present contracts are completed. Imports, which will be held up immediately, are certain pigments used in the manufacture of dry colors, whiting, etc. These commodities take a very low freight rate, and will not be moved while there is better paying and more important business, and then higher freight rates must be looked for.

Linseed Oil.

There appears to be no bottom to the linseed oil market, and some of the wholesalers refuse to quote, basing their price upon the market at the time of the receipt of the order. The declaration of war on the part of England has had the effect of further tying up the transportation situation, and there will be no flax shipped for some time—until the naval situation is cleared up at least.

Spot quotations at writing are 62½c for raw and 65c for boiled at the refiners. Jobbers' prices to the trade do not permit of a basis being set. At one source the figures were put at 67½c and 66½c for raw and 70½c and 69½c for boiled, while another wholesaler quotes 69c and 68c for raw and 72c and 71c for boiled. These prices show a pretty wide spread, and are likely to be revised downward, with flax continuing on the present basis, although eventually the effect of the war will undoubtedly be higher quotations.

White Lead.

The market is very unsettled, and is likely to remain so for some time. The same prices are prevailing generally, and while the continuance of the war will probably mean higher prices eventually, at present difficulties of transportation and the unsettlement of financial conditions has led to the market for pig lead easing up to some extent. For small quantities $8.40 is being quoted and $8.20 for ton lots.

Turpentine.

Here, too, the future is problematical, but important price changes are not looked for, and present quotations are on the old basis, as follows:—

1 barrel ..... 67c gallon.
5 barrels ..... 66c gallon.

Five-gallon packages 5c advance; packages extra; terms net.

Gasoline and Benzine.

Within the week quotations for gasoline have been shading off materially, and net changes show the prices to be off a couple of cents. Price changes generally went into effect on the first of the month. Information indicates that the reduction is the general trend of the market in relation to supplies of raw, and is not in any way influenced by the war news. Benzine continues comparatively strong, and is now in the unusual position of being 1½c above gasoline, when it is usually under:

	Gasoline.	Benzine.
Barrels, wood	18½c	20c
In steel and drums	16½c	18c
Tank wagon, 100 gals	14½c	17c

TORONTO.

TORONTO, Aug. 6.—Paint lines are quiet. There has been a drop in linseed oil quotations in some quarters, so that prices now more closely conform to one general level. Oil and turpentine market is in poor shape. There have been no changes in other lines. Whiting orders for large quantities oil are being refused in some quarters. An advance is said to be slated for some brands of paint in the near future.

Turpentine.

Turpentine sales have fallen off, but prices remain the same, at 69c for two to four-barrel lots, and 70c for single barrels.

Stocks at Savannah amount to 28,702 barrels. Georgia is the turpentine producing centre of the world, and exports are cut off from there for the time being. If this condition continues and production keeps up, the price should be affected.

Linseed Oil.

The sale of linseed oil has fallen off quite badly. The price remains the same, and is as follows:—

	Raw.	Boiled.
Single barrels	66c	69c
3 to 5 „	65c	68c
6 to 9 „	64c	67c

Fluctuations in the flaxseed market and other conditions have resulted in making these prices more nearly uniform for the trade at large than has been the case lately.

White Lead, Paris Green, etc.

These lines are unchanged as per current quotations. If anything white lead is slightly firmer as a result of the war. The late advance of 15c is now in effect.

Paints, Ready Mix, etc.

Paints, both ready mix and dry colors, are quiet. An advance is scheduled by one large firm for their own brand, otherwise prices are unchanged as per current quotations. Little importance is attached by the dealers to the effects of war on paint prices. Travelers are still holidaying.

Glass and Whiting.

Glass is quiet as far as sales go. With the shutting off of the Belgium supply, holders of present stocks may realize a premium on them later on, although present stocks on hand are heavy.

There is a scarcity of whiting, which has come from the South of England. Prices are the same, but some jobbers are refusing large orders.

Ask the Man With the Blow Torch



and he will tell
you that because all

B-H "English" Paint

that can be made on a white base is made according to this formula:—

70% Brandram's B.B. Genuine White Lead
30% Pure White Zinc

it necessarily excels in endurance, beauty and permanence of color, therefore, good painters prefer it for particular jobs.

It naturally follows that the opportunities for large and profitable sales of B-H "ENGLISH" are greater than is the case with ordinary paints. A Paint that is known to all practical men and that has an unbroken record of success always commands a market, therefore is the paint for you to sell.



And remember, when you take up B-H "ENGLISH" you are taking up a growing proposition. There is an increasing field for it, and Dealers who handle it now, can look forward to largely increased sales in the future.

Write to-day for our Agency Proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$8 50	$8 75

ANVILS.

Buckworth, per lb 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large bead ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.	
Springs, sheets, up to 20 gauge		0 26
Rods, base ½ to 1 in. round		0 22
Tubing, seamless base		0 25
Tubing, iron pipe size, 1 in. base		0 25
Copper tubing, 4c extra.		
Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....		4 80
3 sections, 5 ft., doz.....		6 00
3 sections, 6 ft., doz.....		7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....		6 60
With rim, 18x28, doz.....		7 20
With rim, 20x30, doz.....		7 80
Without rim, 18x24, doz....		4 00
Without rim, 18x28, doz...		4 50
Without rim, 20x30, doz...		5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire Brick, English..17 00	21 00
Fire brick, Am., low..23 00	25 00
Fire brick, Am., high.27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.

	Montreal	Toronto
Casting ingot $15 50		$14 15
bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet (boxes)	
XX, 14x56, 50 sheet (boxes)	
XX, 14x56, 50 sheet (boxes)	

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.

	Dcs.
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's "50" FLAT VARNISH

A Varnish that won't show Brush Marks and which gives the rubbed effect to perfection—a most convenient and satisfactory flat finish

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL - VANCOUVER

Owning and Operating P. D. DODS & CO., Ltd.



FALSTAFF:
"What money is in my purse?"
HENRY IV.

When Sir John Falstaff asked his page the above question it would have surprised him to hear that there was more than a few coppers left. Most of us are familiar with the riotous times that Falstaff had with Prince Hal as his chief companion. Falstaff was mostly broke and living at the expense of others.

IN THESE TIMES OF KEEN COMPETITION

Hardwaremen need to be careful to have stocks which find a ready sale. It will save you money and put money in your purse if when you require **BABBITT METAL, SOLDER, LEAD PIPE,** all **PLUMBING SUPPLIES** and **ALL INGOT METALS** you send your orders to

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: TORONTO Branch Factories: WINNIPEG, MONTREAL

Always have on hand a Box of
HARRIS HEAVY PRESSURE
The Babbitt Metal that gives excellent service.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¼
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	76
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE	Montreal	Toronto
Single bbls., per bbl.	0 21	0 18½
Bbls.		18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special. Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.	Samson Per doz.	Samson Shingle	Claw
No. 1	13 13	15 16	
No. 2	14 20	15 70	

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6.000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.		
Competition	.70	10 p.c.
Corrugated, ½ in., ft.	0	13½
Corrugated, ¾ in., ft.	0	17

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch.		0 05½
1 7-16 to 3 inch.		0 05

Montreal 40%, Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft.	each	$2 60
22	"	2 86
24	"	3 12
26	"	3 38
28	"	3 64
30	"	3 90
32	"	4 16
34	"	5 10
36	"	5 40
38	"	5 70
40	"	6 00
44	"	7 48

(Common Single.)

8 ft.,	each	$0 80
10 ft.,	each	1 00
12 ft.,	each	1 20
14 ft.,	each	1 54
16 ft.,	each	1 76
18 ft.,	each	1 96
20 ft.,	each	2 40
22 ft.,	each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	5 20
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS.	Per doz.	Rabone's.
1369x12, Boxwood	4 90	
1626x9, Walnut pointed	4 50	
1628x12, Rosewood	7 50	
104x24, Triple stock (net)	21 00	
104x27, Triple stock (net)	22 00	
104x30, Triple stock (net)	23 15	

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

Round, re-acting, per doz.	81 25
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

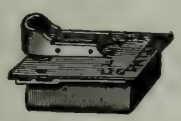


5355 IRON

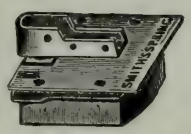
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

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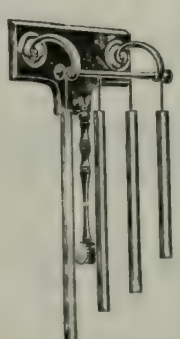
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This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



Write for New Catalog to

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TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG

ONE CAN OF GOOD PAINT

Sold to the satisfaction of your customer is worth a warehouse full of poor paint that won't sell and stays on your shelves.

GOOD PAINT LIKE THE MAPLE LEAF STAYS SOLD

Every can stacks up a reputation and helps pull the other cans from your shelves. Quick and frequent turnover means better profits, less store expense.

SELL THE PAINT WITH THE PULL

Pull that brings your customers back for more and pulls the other cans from your shelf and into use.

THE MAPLE LEAF MAKES GOOD BECAUSE IT'S MADE GOOD

The first can surprises the new customer with satisfaction. Naturally other cans follow the first. The good news goes spreading around, and the missionary work of that one can will develop business many fold.

M L FINISHES THAT ENDURE
QUALITY

STOCK A PAINT THAT KEEPS AMOVING AND GATHERING REPUTATION

Write us for prices and color cards





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz..	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)...	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.

Tea lead, chest, 3 to 4c lb.

Lead (heavy, pipe, etc.), 3 to 4c

Brass, heavy, 8 to 9c lb.

Brass, light, 7 to 8c lb.

Zinc, heavy, 3 to 4c lb.

Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5¼c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 05
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 40
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 40
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 06
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾
250-lb. casks.	0 16½	0 18
100-lb drums	0 11¼	0 17¼ 0 19
50-lb. drums.	0 11½	0 17½ 0 19
25-lb. drums.	0 11¾	0 17¾ 0 19¼
1-lb pack	0 13¼	0 19¾ 0 21½
½-lb pack	0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾ 0 22½
½-lb tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea.	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch..	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 00
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapweld.

2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	33 02	45 72
5 inch	38 48	53 28
6 inch	49 92	69 12
7 inch	70 21	96 39
8 inch, 25 lbs..	73 75	101 25
8 in., 28-lb.	84 96	116 84
9 inch	101 80	139 70
10 inch, 32-lb.	94 40	129 60
10 inch, 40-lb.	121 54	166 86
12 inch	157 56	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)

Lead pipe, 7½c! 7½p.c. off.

Lead waste pape, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
	Per roll.
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, net prices, new list.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	

When the sales of a product increase largely in volume each year—for a goodly number of years. When the satisfaction it has given purchasers is national enough to make its name a by-word—to be known as the preparation for its purpose. Then, we contend, you can hardly afford not to stock this article.

Its name, oh, yes, it's Muresco, of course—the world's finest wall and ceiling finish, made and sold since 1893 with unfailing satisfaction.

Benjamin Moore & Co.,
6 Lloyd St., West Toronto.
New York, Chicago, Cleveland, Carteret, N.J.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

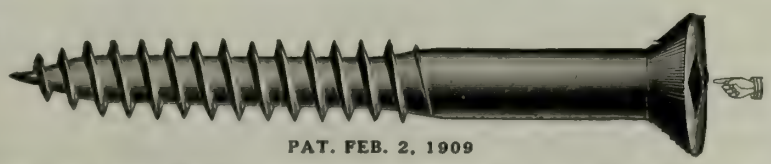
DON ROADWAY TORONTO

PURE
LINSEED
OILS



If your Jobber does not handle them write direct to our nearest mill.

When Wood Workers
Ask for Screws
Be able to supply them with



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

O.H. bright, 80, 10, 7½, 10 p.c.
10 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 65	3 75	3 95
22-24 .. 3 85	3 95	4 15
26 .. 4 10	4 20	4 40
28 .. 4 35	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar		0 27
Wire solder, lb...	0 23½	0 26
Bar half-and-half, guaranteed ...	0 22½	0 23
Half-and-half, not guaranteed	0 21½	0 21½

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 29½
Commercial	0 30
Easy	0 30½
Star Extra	0 31¾

Strictly standard wiping. 32c.

SPELTER.
Foreign, per 100 lbs. 6 00 5 55

SQUARES.
Disston's. 60 and 10 per cent.
Stanley Try Squares. size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.	Montreal.	Toronto.
Tin, per lb.	37½	53

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.$1.50	14 ft., each.$4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 28	0 24¼
4-ply	0 31	....

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in. ...	....	10 25
100 ft. 2½ in. ...	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden steel wheel, doz... 32 40
Light garden, per doz..... 22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side ... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins..... 1 00
Tubular steel, 36 ins..... 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜. $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.....	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100	00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.	
White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).		
5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

Everybody's Doing It! Doing What?

Why ordering spring shipments of Garden and Mechanics' Tools made by Robert Sorby & Sons, Ltd.

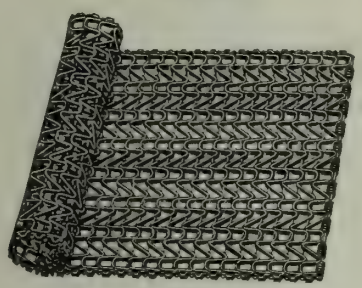
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Canadian Representatives:
Geo. H. Saywell & Co., Winnipeg

STOCK UP NOW WITH ACME FLEXIBLE DOOR MATS

ACME



A new consignment just delivered to our Canadian Warehouse, Montreal, Que.

ACME MATS A PROFITABLE INVESTMENT

Sanitary
Durable

ACME
ALL STEEL MATS

Flexible
Reversible

Write J. E. Beauchamp Co., for complete information.

ACME STEEL GOODS CO.

CHICAGO NEW YORK ATLANTA SAN FRANCISCO

Canadian Representatives:
J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



R. E. Bloomer

Keithsburg, Illinois



Red Devil Tools

Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 12
Italian red, 100 lb. kegs	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 04
Yellow ochre, barrels	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Country.	Star. City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine	$8 90	$8 65
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex, Gen. (Windsor)	....	8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Wpg)	....	8 35
Moore's Pure White Lead	....	8 55
Painter's Perfect	....	7 85
Lowe Bros'. White, H.S.	....	8 55
Monarch (Windsor)	....	8 65
Purity C.O. Co.'s, Ltd.	....	8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior	7 90	8 30
Sterling Pure	....	8 45
Tiger Pure	8 40	8 35
"James Genuine"	....	9 65
Stephens' H. P. P. (Winnipeg)	....	8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity	....	7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 00 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs. $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 66
3 to 5 bbls	0 61	0 65
6 to 9 bbls	0 60	0 64

LINSEED, BOILED.

Single bbls	0 65	0 69
3 to 5 bbls.	0 64	0 68
6 to 9 bbls.	0 63	0 67

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal.	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS PLASTER.

Per barrel	2 25

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz.	0 60	
Pint tins, per doz.	1 10	

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls.	0 67	0 70
2 to 4 bbls.	0 66	0 69

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge.	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 06
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black	0 38
Old Enlgish Floor Wax	0 38
Cooke & Boulton's Floor Wax	0 30

WHITING.

Plain, in bbls.	0 75
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 06¾
Pure in Darmar Varnish	0 19½



SHERWIN-WILLIAMS PAINTS

For all kinds of Good Painting

Sell the Paint with a National Reputation

ONE or two products in each different class lead all the others in public estimation. These are the products that build prosperous communities, employ thousands of men and outstrip all other makes in their class, in volume of sales and profits. Such products are so well known and stand so high in public confidence that the demand for them reduces the dealer's selling cost to the lowest margin. That is successful merchandising. The Sherwin-Williams Agent has the added advantage of protected selling rights on certain lines which no one else in his community can sell. Sherwin-Williams products all pay a handsome margin of profit and the company is always developing plans to increase sales through the Agents' stores, and get the most business possible out of every locality where there is an S-W agency. Can you afford to neglect the chance to secure the S-W Agency at the earliest possible moment? A card brings particulars.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅝, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in steel bbls., 21c per gal.; $3.45 per cs.; Queen gasoline, 26c per gal.; $3.95 per case; Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8. 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



Stephens'

REGISTERED TRADE MARK

WA-KO-VER STAIN

You will find *Stephens'* WA-KO-VER STAIN to be the finest on the market if you test it against all other Stains, at any price. You not only sell your customer a Stain and Varnish combined, but a Stain which is equally good for floors, furniture and all woodwork.

Stephens' WA-KO-VER STAINS do not fade, cannot crack and will not turn white under water. They cost you less than some, more than others; our price is governed by quality only and WA-KO-VER quality is the highest.

For further particulars and Color Cards write us.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG, CANADA **Branch at Calgary, Alta.**



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

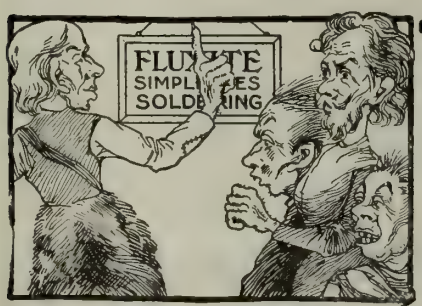
We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.





Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

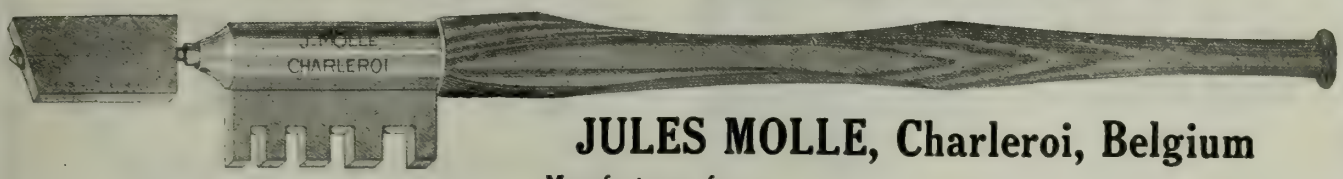
Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

GLAZIERS' DIAMONDS



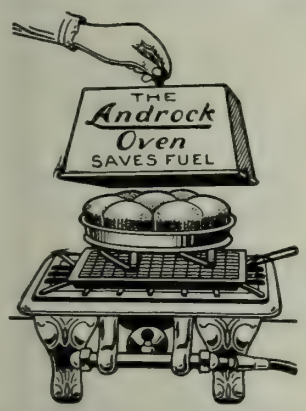
JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

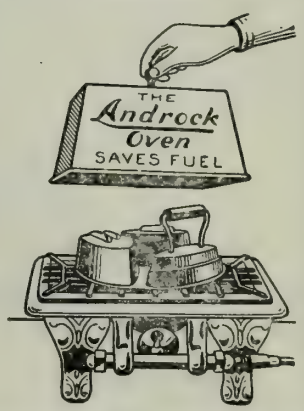
Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium



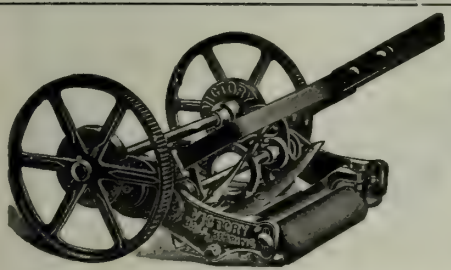
The "Androck" Oven

Fills a long-felt want. Saves gas and time.

It consists of four parts: The cover, or oven proper, made of aluminized steel; the **Stand**, asbestos lined; the **Heat Distributing Plate**, to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster**, the finest toaster made.
One burner is all that is required to do an ordinary baking, whereas a range requires 2 or 3, and produces no better results. This means a big saving of gas and a cooler kitchen. The oven works equally well on gasoline or coal-oil stove.
Get the Androck Oven now and boost it. Every sale leads to others.



Andrews Wire Works of Canada,
Limited
Watford, Ont.

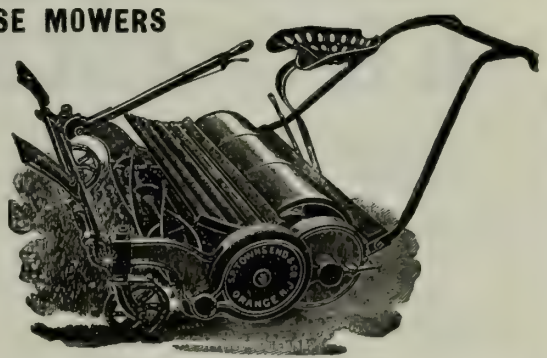


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

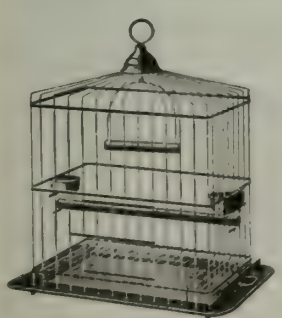
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.



An Asset to Any Dealer

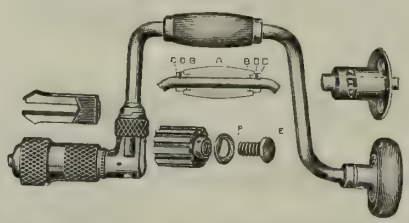
The reputation of the goods he sells is a dealer's soundest asset.

LION RATCHET BRACES

have that unquestionable superiority in design, workmanship and finish that makes them invaluable to dealer and user. They are the best tools to sell because they invariably satisfy the user.

We regard this as the Best Bit Brace we have ever made—and we have been making Bit Braces for two generations. It is superior to anything of its kind and should certainly be in your stock to meet the demand of those who want the best.

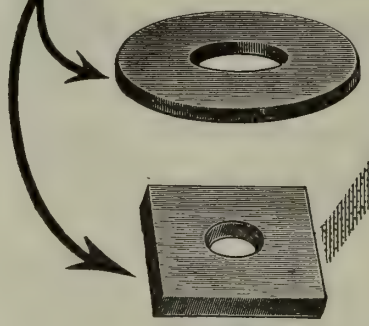
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MILLERS FALLS CO., Millers Falls, Mass.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

—

Wrought Washer Mfg. Company

Milwaukee, Wis.

BROOMS

OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.

Hamilton

This is the new Easy-Running Washer—

Maxwell

"Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best-selling line you ever carried.



Write for illustrated Catalogue to

MAXWELLS LIMITED **St. Mary's, Ont.**

a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

here is our offer to you:

We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

write us for advertising rates

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

Hardware and Metal's Electro Service

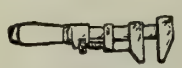
AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.


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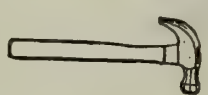

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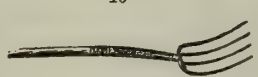

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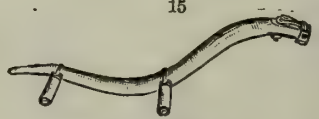

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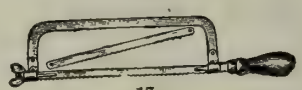

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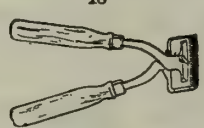

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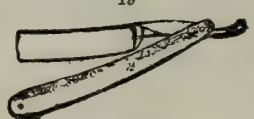

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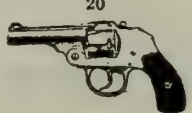

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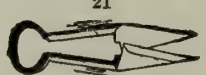

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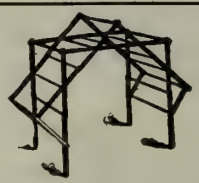

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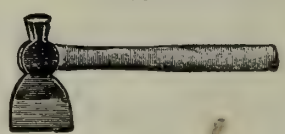

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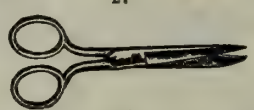

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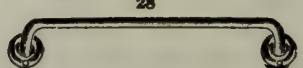

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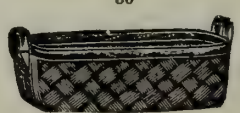

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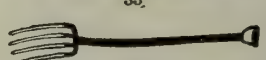

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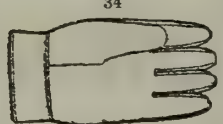

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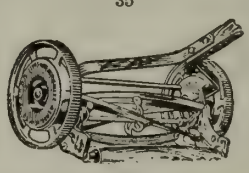

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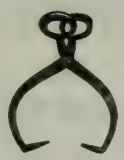
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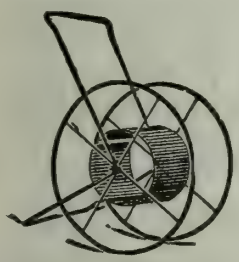
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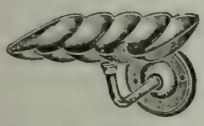
HARDWARE AND METAL ELECTRO SERVICE

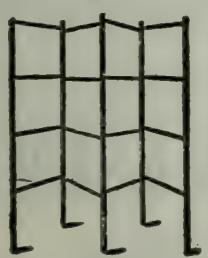

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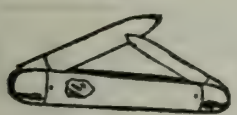

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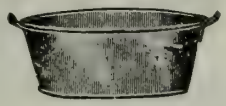

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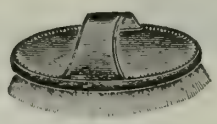

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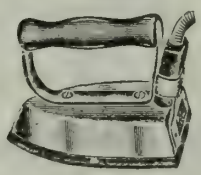

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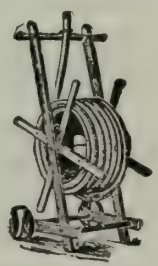

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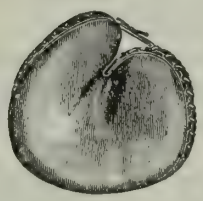

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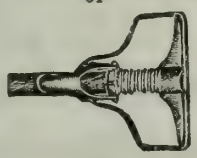

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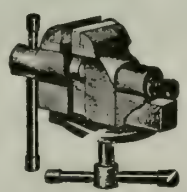

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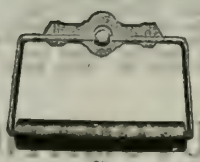

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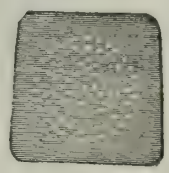

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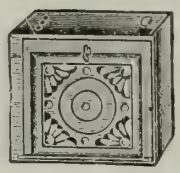

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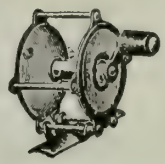

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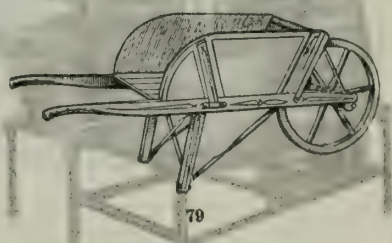

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Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



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It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

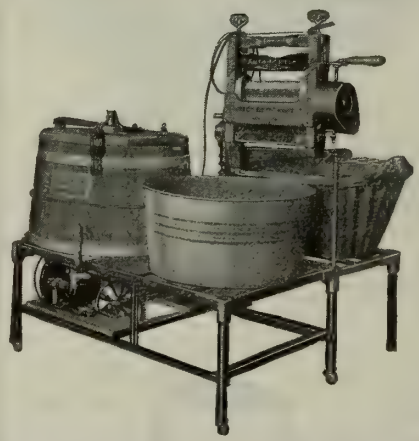
Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"



AUTOMATIC BENCH WASHER

(BUY IT IN CANADA)

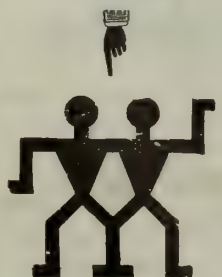
Here is a machine that is meeting with immense favor wherever it is shown or used. It possesses every possible convenience. The wringer swings to any desired position and may be operated in either direction and may be fed from either side. The control is always within reach and the operator may start, stop or reverse the wringer by a mere touch upon the lever. It also has the safety release, so that all pressure may be instantly thrown off the rolls, making it absolutely safe.
With this machine more than one person may work at the washing. It is splendid for families having many clothes to be washed.
The side table is detachable and when removed the machine occupies a floor space of 24" x 39".
The Automatic Bench Washer is made in both power and electric types. A machine for every home.
A beautiful 32-page book, full of washing machine information, is mailed free for the asking. It is called Bulletin 107. Write for it.

Sold through Canadian jobbers.

AUTOMATIC ELECTRIC WASHER CO., INC.

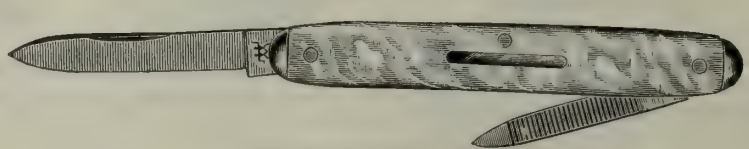
NEWTON, IOWA, U.S.A.

None Genuine Without This Trade-Mark



HENCKELS TWINWORKS CUTLERY

You cannot give your customers any better goods.



Sole Agents for Canada

F. W. LAMPLOUGH & CO., Unity Bldg., Montreal



None Genuine Without This Trade-Mark

ROOFING *of Quality*

"BLACK CAT" "GOOD LUCK" "McCOMB'S SPECIAL" } RUBBER ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

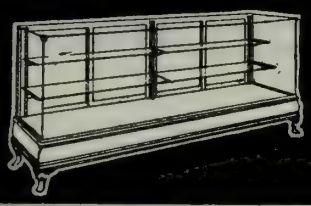
PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



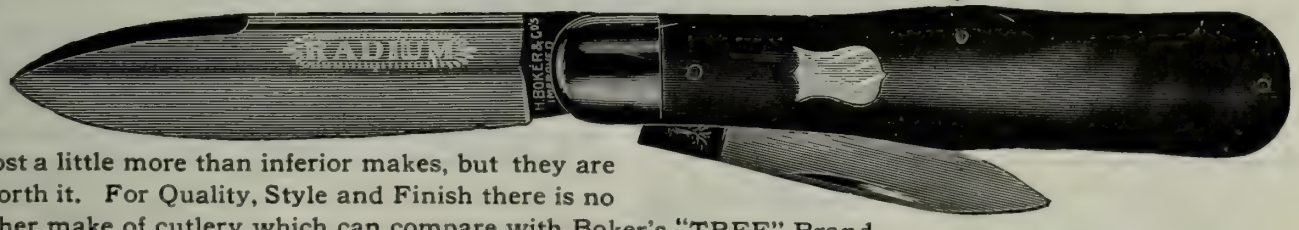
Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

If It Is Anything Cutlery, Boker Makes It

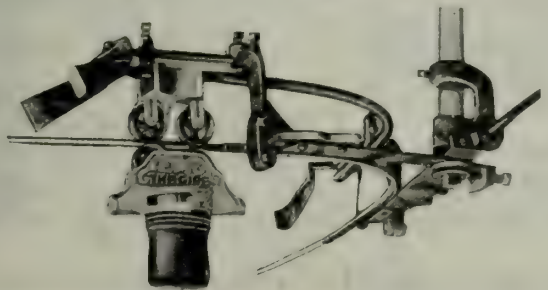
Mr. Hardware Merchant, if you want to work up a fine cutlery trade, then stock

Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses



FACTS

We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test. Send for our new catalogue G.

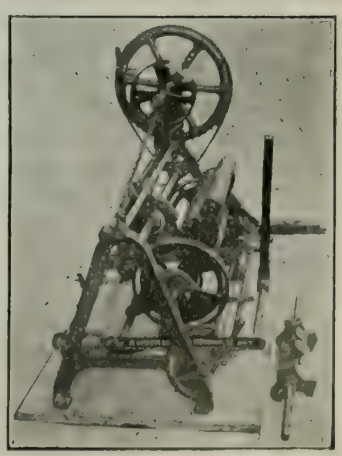
GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

THE IDEAL LAWN MOWER GRINDER

Will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

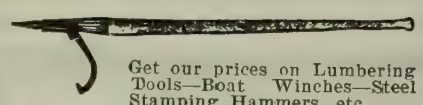
Manufactured by

R. Weon & Co., Oshawa, Ont.



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

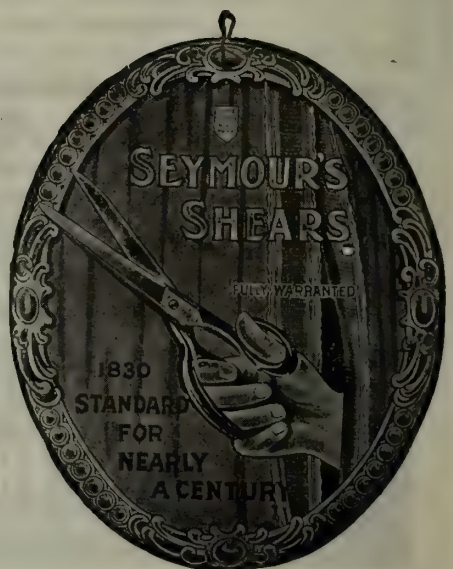
SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

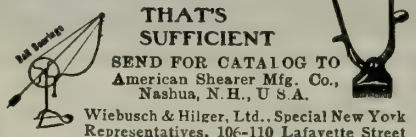
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO Montreal
Canadian Agents

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

Cement Sidewalk Tools

The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks. New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

A want ad. in this paper will bring replies from all parts of Canada.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

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NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

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Manitoba — Bissett & Loucks, Limited, Winnipeg

British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

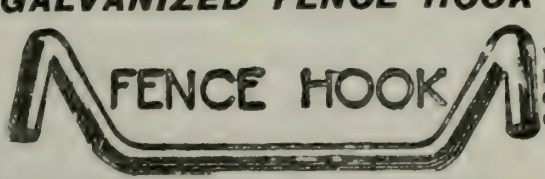
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—YOUNG MAN AS TYPEWRITER and stenographer with fair knowledge of bookkeeping. State salary and give references. Apply Cochrane Hardware, Limited, Sudbury.

SITUATIONS WANTED

LIVE HARDWARE MAN DESIRES POSITION with either wholesale or retail firm, having had seven years' experience with both, at present employed as manager of hardware department. Best of references. J. W. McCulloch, Greenwood, B.C. (34)

FOR SALE

FOR SALE—HARDWARE (INCLUDING TIN shop), furniture and implement business (including store and two lots), in live town in one of the most progressive farming districts in Eastern Saskatchewan, on Pheasant Hills branch; population 300; one competitor. Would accept farm land for store property. Good reasons for selling. This is a first-class proposition. If interested, look it over. Apply Box 124, Hardware & Metal. (32)

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (36)

FOR SALE—HARDWARE AND GROCERY doing good business. Also would sell house and store. Wishing to retire. Apply Box 205, Cookstown.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
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Hardware and Metal
MONTREAL TORONTO WINNIPEG

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town ..... Province .....

BECAUSE the ejector is the final feature that makes a double-barrel gun a most desirable all-around gun, we have made the Fox Ejector a special selling feature of Fox Guns.

FOX GUN

Ejector at $10.00

in addition to the regular price of any Fox Gun—*is now being extensively advertised.* Gunners who have already made up their minds that the Fox is the gun for them will be lining up at the dealers. Wouldn't it be a *profitable* idea to be ready for them?

ASK YOUR JOBBER

THE A. H. FOX GUN COMPANY

4768 N. Eighteenth Street PHILADELPHIA

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Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

ESTABLISHED 1849

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IN BLACK, BRONZE & GALVANIZED.

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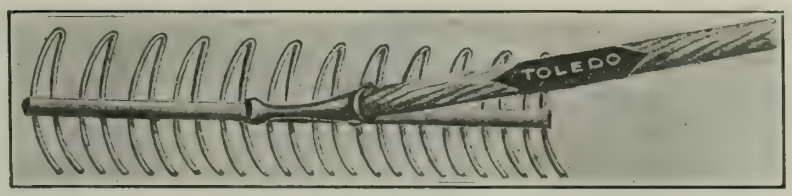
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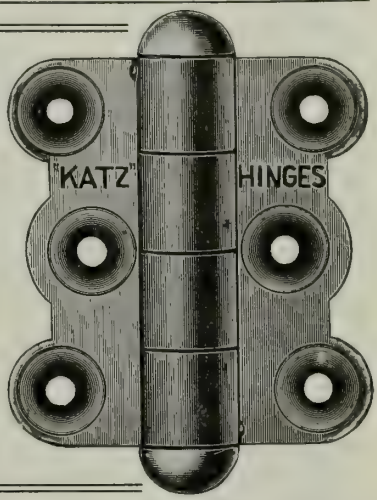
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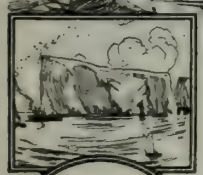
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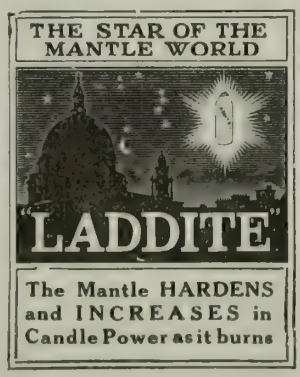
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Watrous Acme Mfg Co., Des Moines, Iowa.

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

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P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

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Gutta Percha & Rubber Mfg. Co., Toronto.

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McClary's, London, Ont.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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North Bros. Mfg. Co., Philadelphia.

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The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

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E. T. Wright Co., Ltd., Hamilton.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Pratt & Whitney Co., Dundas, Ont.

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G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Works, Toronto.

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Winnipeg Paint & Glass Co., Winnipeg.

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Northern Electric Co., Montreal.

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Hamilton Whip Co., Hamilton, Ont.

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Taylor Forbes Co., Guelph, Ont.

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Hoyt Metal Co., Toronto.
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Magnolia Metal Co., Montreal.
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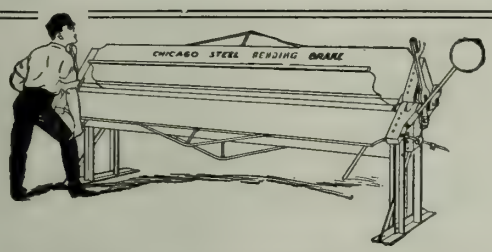
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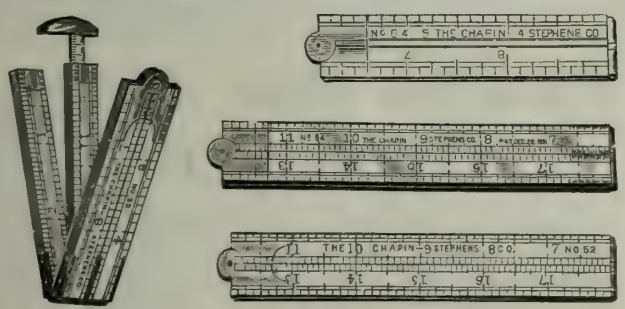


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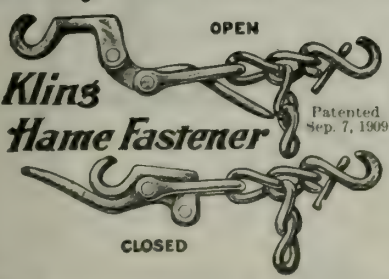


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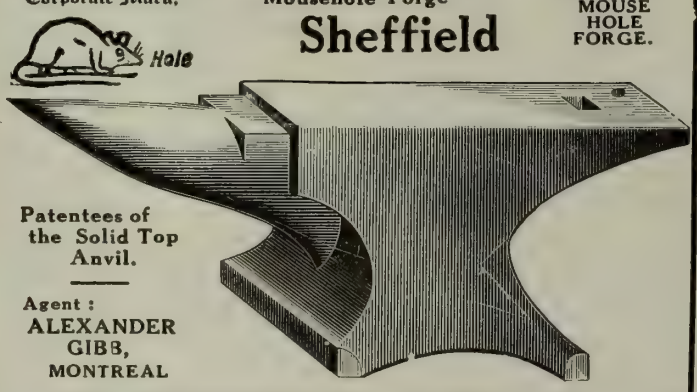
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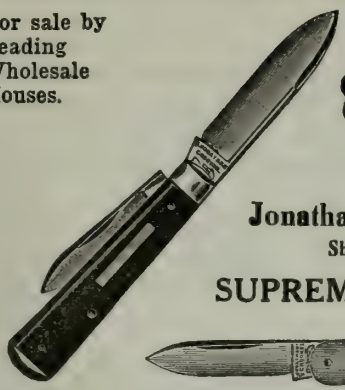
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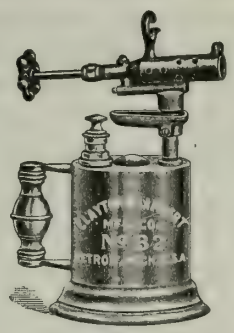


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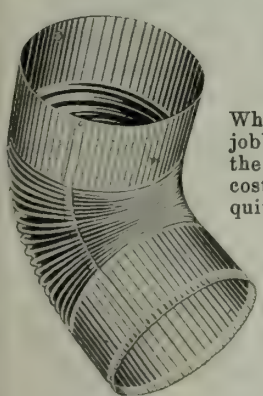
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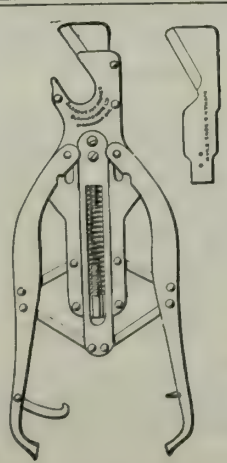
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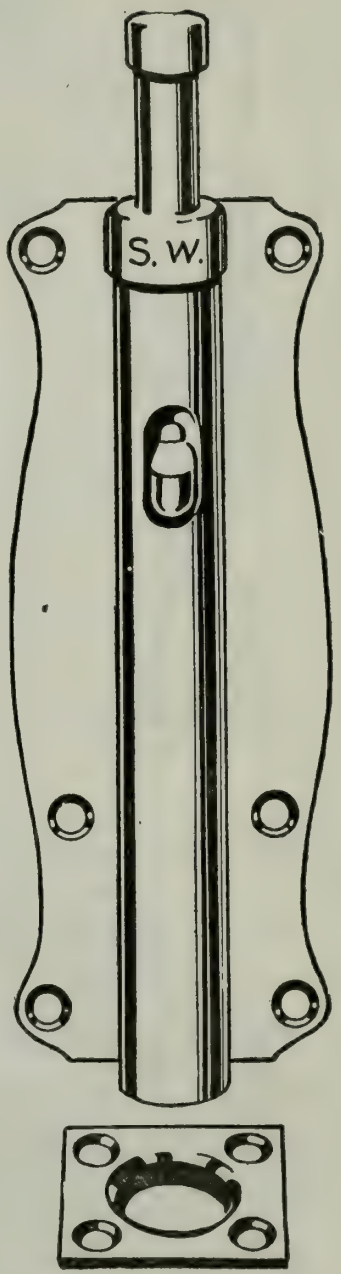
Here's what may be termed the Chain Bolt's other half, the new 10″ Stanley Foot Bolt. This Wrought Steel Foot Bolt is strongly built, handsomely finished and exemplifies "Stanley Quality" throughout.

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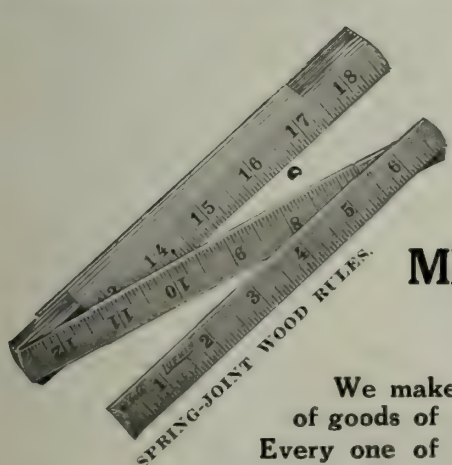
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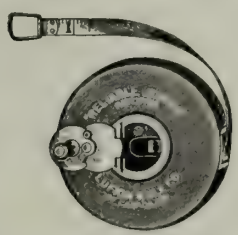
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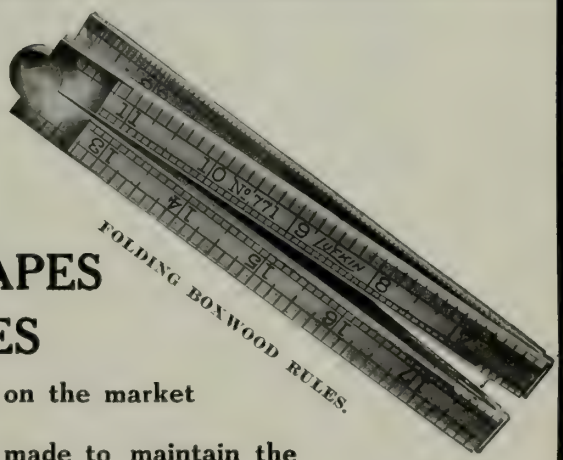
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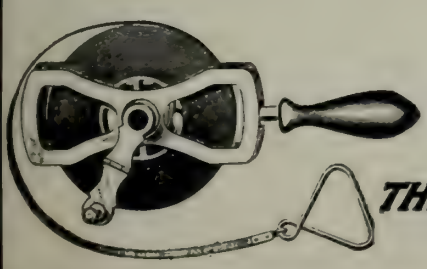


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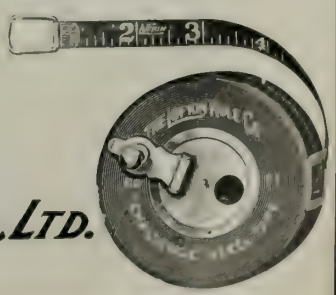
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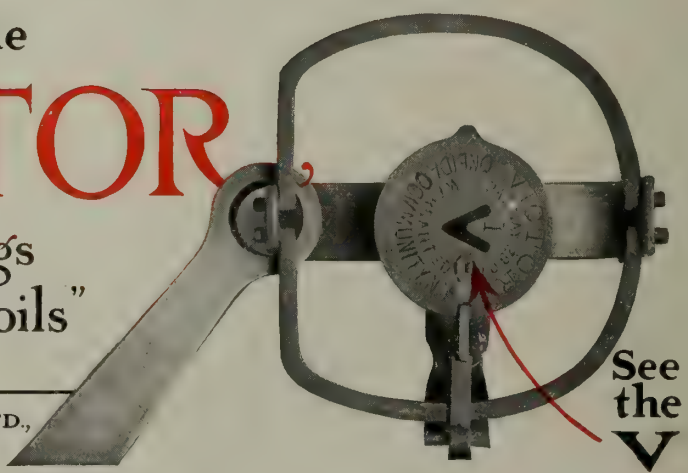


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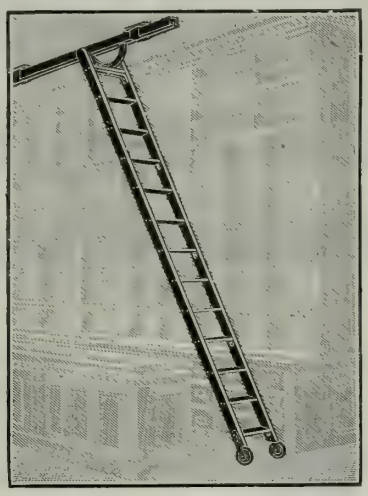
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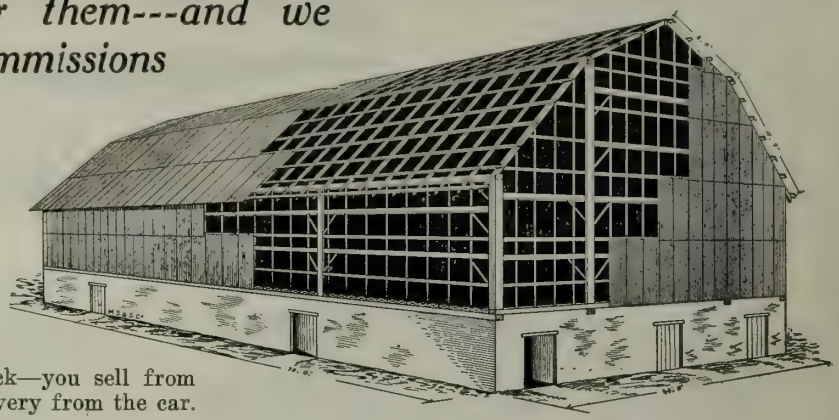
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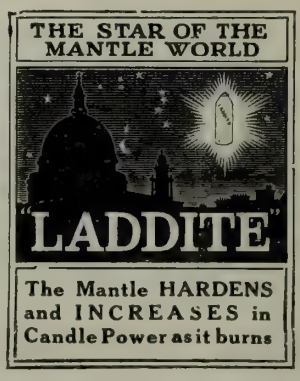
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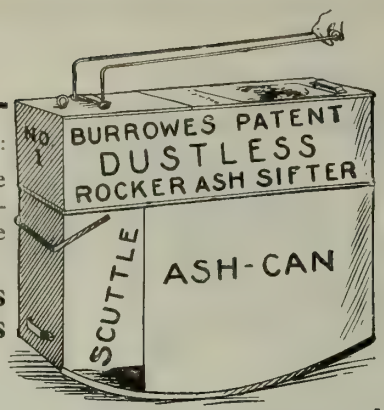
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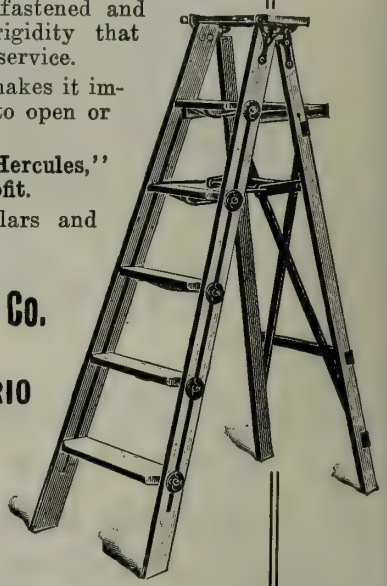
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UNIVERSITY EDUCATION?

Scattered up and down this great country of ours there are a number of young men who have the ambition to **make good** in every sense of the word, to whom a University training would act as a spur to greater success. If you are one of these ambitious, go-a head young men, we offer you the opportunity to realize your ambition.

Our proposition has already helped many, let it help you. The work is pleasant and healthful, besides the training we give you in salesmanship will always be of great service to you in whatever work you finally engage in.

In every city and town in the Dominion there are many business men and private residents who would appreciate your interest in bringing

MACLEAN'S MAGAZINE

to their notice. It is **the** Magazine of Canada and is winning its way into the confidence of every Canadian reader of high-class matter.

A liberal commission is allowed on all subscriptions, and the spending of a few hours a week will easily enable you to realize your ambition and enter the University next fall.

If you are interested, write us at once and we will forward full particulars.

MACLEAN PUBLISHING CO.

143 University Avenue Toronto, Ont.

WAR EXTRA!

We offer for

IMMEDIATE

Shipment from our Stocks in Montreal, Toronto, New York and Pittsburg,

Shelby Seamless Steel Boiler Tubes
Shelby Seamless Steel Mechanical Tubes
Shelby Seamless Steel Trolley Poles

Send us your orders. We'll ship at once.

New Stock Sheet just out. Use this coupon.

John Millen & Son, Limited, 321 St. James St., MONTREAL

Please send me your new Stock Sheet of Shelby Seamless Steel Tubes and Trolley Poles, and quote me for immediate shipment of .....

.....

.....

Name .....

Address .....

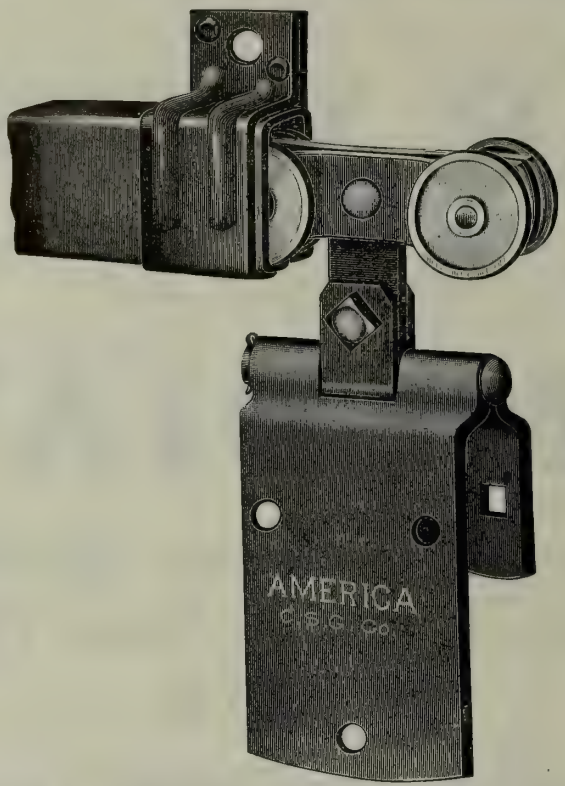
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

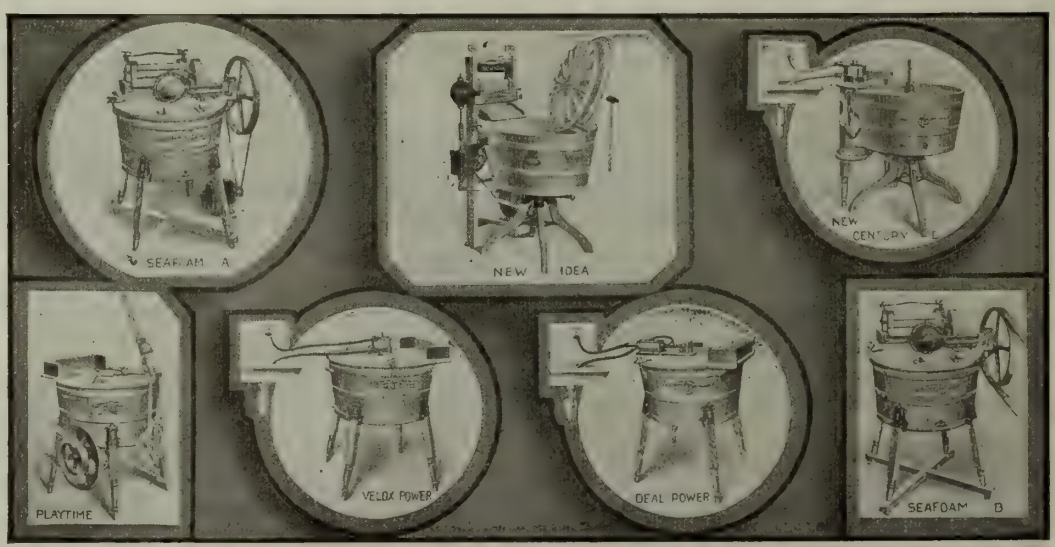
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

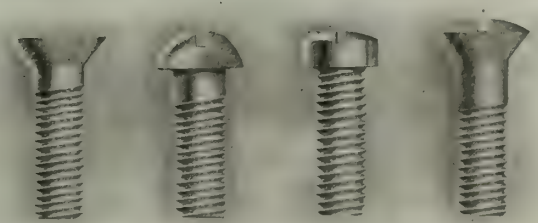
THE STEEL COMPANY OF CANADA LIMITED

ROLLED AND CUT-THREAD

MACHINE SCREWS

—IN—

Flat, Round, Fillister and Oval Heads



IRON, BRASS AND BRONZE

Large Stocks in Leading Sizes. Specials Made to Order.

Write us for list and discount.

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

To Manufacturers

One form of Hardware and Metal's Annual Fall Number will be held open until Thursday noon, August 20.

If your advertisement is not yet in our hands, do not neglect to send copy and cuts by first mail.

This will be an unusually effective advertising medium. Editorially it is easily the finest we have ever issued. A cord in the upper left-hand corner will facilitate its being kept for months, as a work of reference. It will offer 100% advertising efficiency, as sample copies will be mailed even to those few hardware merchants who are not regular subscribers.

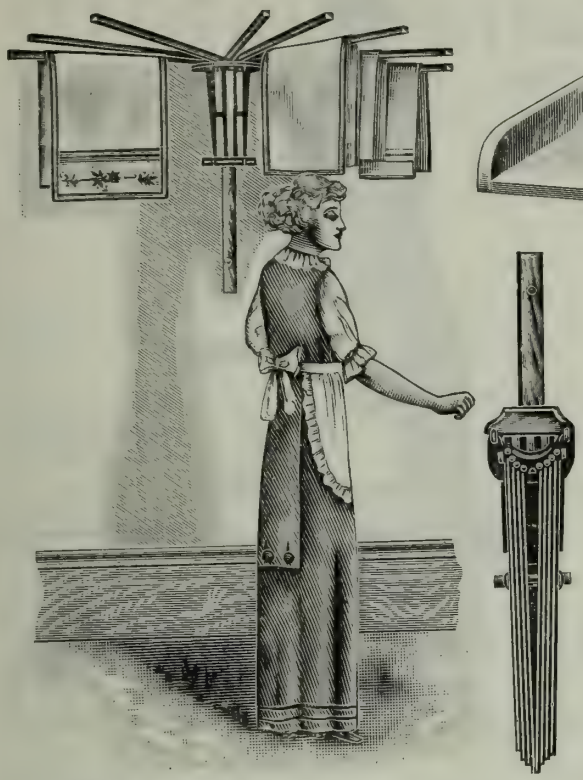
But the best reason why your advertisement should appear in this number is that every hardware merchant in the Dominion finds it necessary, at the present juncture, to study his business more closely than ever before. He will have to seek new buying channels for many of his lines which have formerly come from Europe.

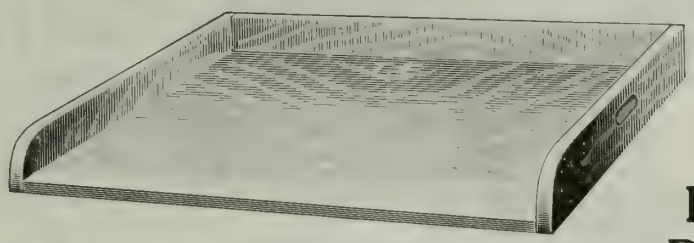
Tell him, in Hardware and Metal's Annual Fall Number, what lines you are in a position to sell him.

HARDWARE & METAL

Canada's Only Hardware Weekly

143-153 University Ave. - - - - - - - Toronto





Bake Boards

Made from selected wood.

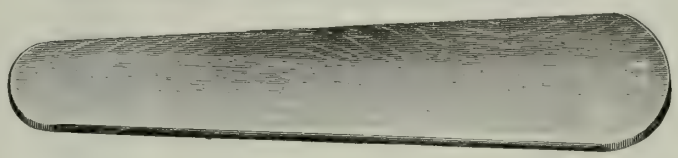
Taylor-Forbes WOODENWARE

is well made and it looks it.

Our price leaves a good margin for profit.

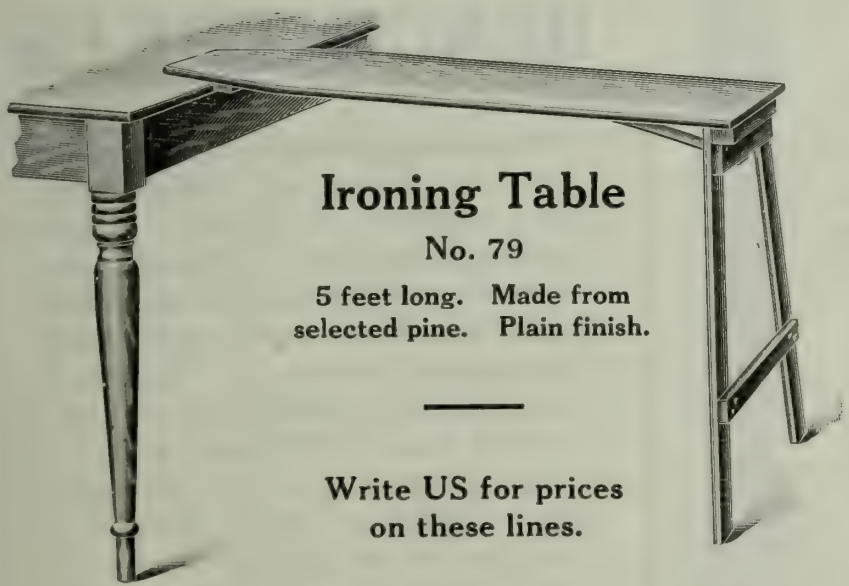
Ironing Board, No. 80

5 feet long. Made from Gum-Wood.



Handy Clothes Dryer

28-inch rods



Ironing Table

No. 79

5 feet long. Made from selected pine. Plain finish.

Write US for prices on these lines.

Combination Ladder and Chair

Oak Finish.

Closed



TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

NICHOLSON MADE FILES

WORLD-STANDARD FILES

Do you know why NICHOLSON-MADE-FILES are recognized as the File Standard the world over?

Because NICHOLSON-MADE-FILES never vary from their high standard of materials and workmanship.

We make but one grade—the best we know how after 50 years spent in the business. Your customer knows the NICHOLSON-MADE-FILE he buys to-day will be just like the ones he bought before. The same fine "feel"—the same smooth "draw"—the same tough, unyielding steel—a cut that's the best adapted for his class of work.

Customers continue to demand NICHOLSON-MADE-FILES. And NICHOLSON dealers find it pleasant and profitable to supply the demand.

BRANDS:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Nicholson File Co.
PORT HOPE ONT.

The Last Word



No. 1003
Single-Speed Drills up to ¼"

No. 1005
Two-Speed Drills up to ½"

"YANKEE" BENCH DRILLS

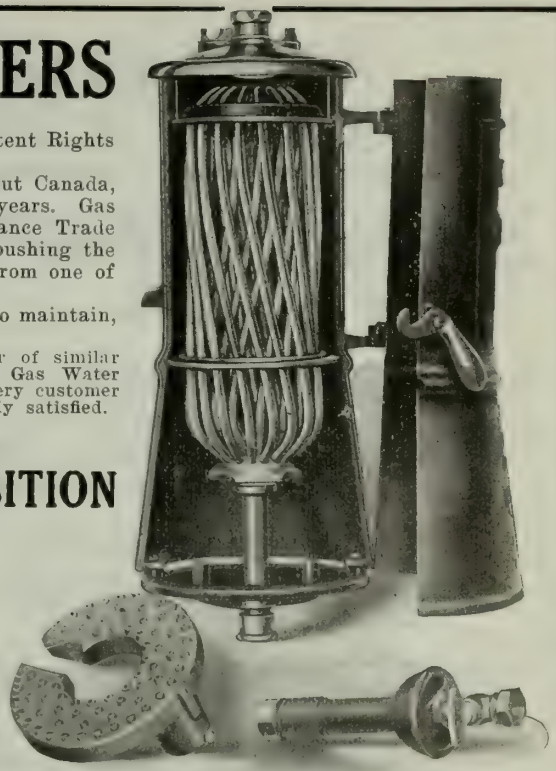
The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.

STACK GAS WATER HEATERS



With pleasure we announce that we have purchased the Canadian Patent Rights to manufacture and market Stack Circulating Tank Gas Water Heaters.

While the Stack Gas Water Heater is not generally known throughout Canada, this Heater has been in extensive use in the United States for over ten years. Gas Companies, Plumbing and Supply Houses, the Plumbing and Gas Appliance Trade are one in according the Stack Heater the highest reputation, and are pushing the sale of Stack Heaters hard, not alone from a monetary standpoint, but from one of actual merit. (See test below.)

We, ourselves, with a reputation of 25 years of satisfactory products to maintain, are prepared to guarantee this heater as follows:—

That it will produce more hot water for less gas fuel than any other Heater of similar capacity. That it is actually the most durable and long-lived Copper Coil Gas Water Heater made. That it is the easiest and quickest Heater to install. That in every customer secured for a Stack Water Heater, you have a customer who will be absolutely satisfied.

Will be on View for Demonstration in Stove Section

PROCESS BLDG., TORONTO EXHIBITION

Below is a Chart showing Comparative tests of Service of thirteen different standard makes of Gas Water Heaters. Style 2 Stack Heater is No. 4 on Chart. The Chart is made without fear or favor, and is absolutely bona-fide. It is significant.

The following makes of Heaters were Tested: Climax 30, Vulcan (41?), Hoffman 20, Stack 2, Ruud 30, Clark Jewel 400, Eureka, Lion 1½, Rotary Est. 55, Clover Triumph 2, Acorn 2 (Tri-Coil), Garland 10, Simplex.

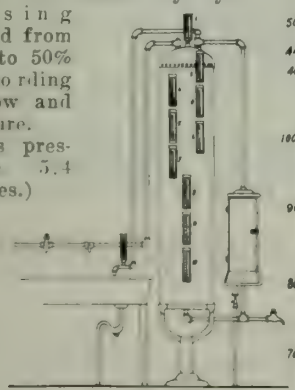
Jas. Morrison Brass Mfg. Co., Ltd., 93-97 Adelaide St. W., Toronto

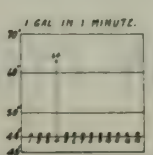
Tests were made to show practical working points of the Heaters rather than technical. The heaters were tested under conditions conforming as nearly as possible with conditions as found in the general use of this type of heater. A thirty gallon range boiler was used with heaters connected in the usual manner. Gas was regulated to the maximum amount without showing too much loss through too high a flue temperature or too much loss through radiation.

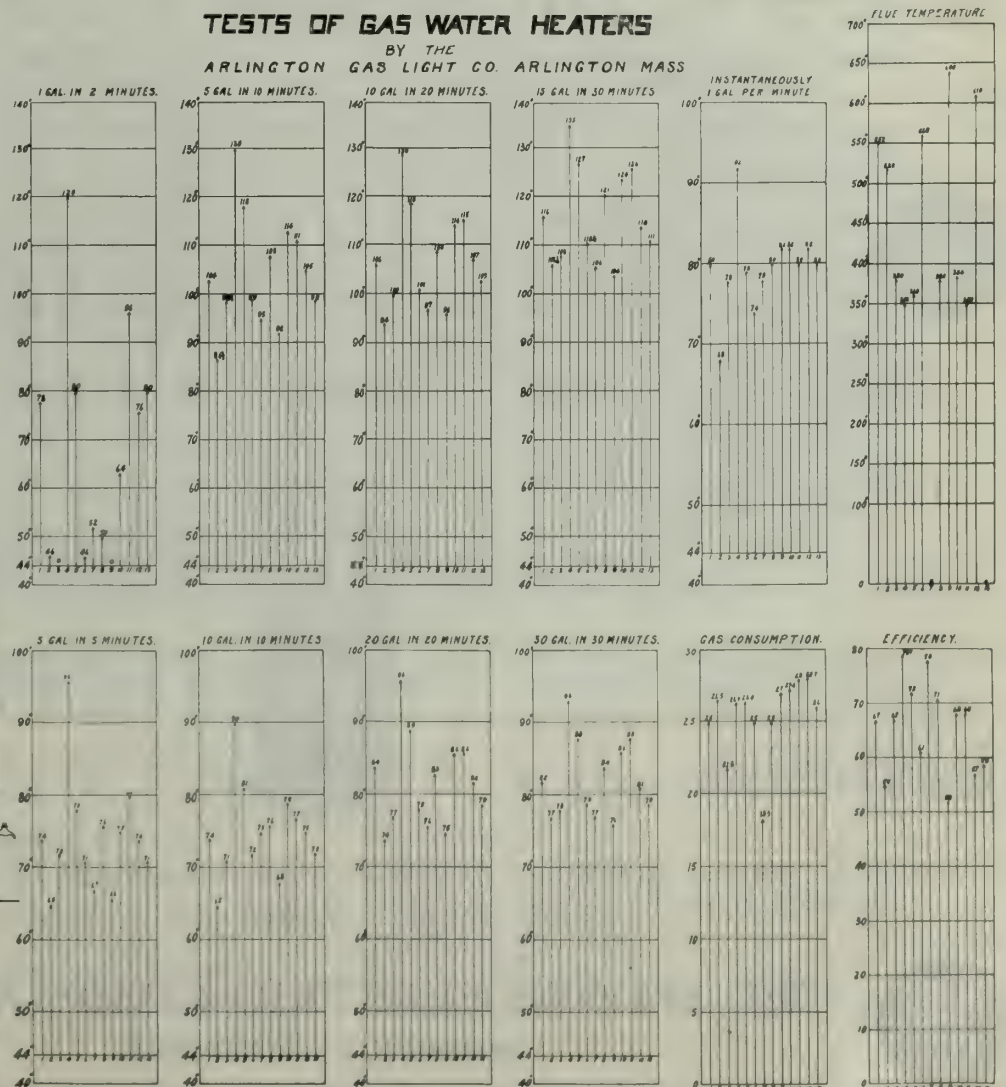
A test was also made by running one gallon of water per minute through the heater while connected to the boiler.

The loss caused by by-passing ranged from 15% to 50% according to flow and pressure.

Gas pressure 5.4 (inches.)







A Product Without A Peer

KEYSTONE COPPER BEARING SHEETS

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

BLACK AND GALVANIZED

AMERICAN SHEET & TIN PLATE CO. COPPER BEARING STEEL TRADE MARK REGISTERED KEYSTONE

Rust Resisting **Anti-corrosive**

For making tanks, stacks, roofing, gas holders, culverts and all sorts of pipe, flumes and conveyors, our **Keystone Copper Bearing Steel Sheets** are superior to anything on the market to-day. Copper in the steel makes it resist rust and defy corrosion.

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

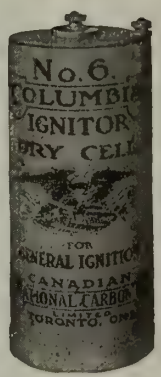
Traders Bank Building
TORONTO

"COLUMBIA"

THE BATTERY WITH A REPUTATION

COSTS NO MORE

Columbia Batteries are known the world over for their honest work, long life and steady action.



LASTS LONGER

Honest Energy for engines, bells, tractors, autos, telephones, and all hard-working Battery service. Quarter century reputation.

We will be pleased at any time to furnish you with advertising material to be used for window dressing. Write us for a supply.

THE MAINER ELECTRIC COMPANY LTD.

WINNIPEG, MANITOBA

LION BRAND CORDAGE
AND
BLUE RIBBON BINDER TWINE
ARE LEADERS.

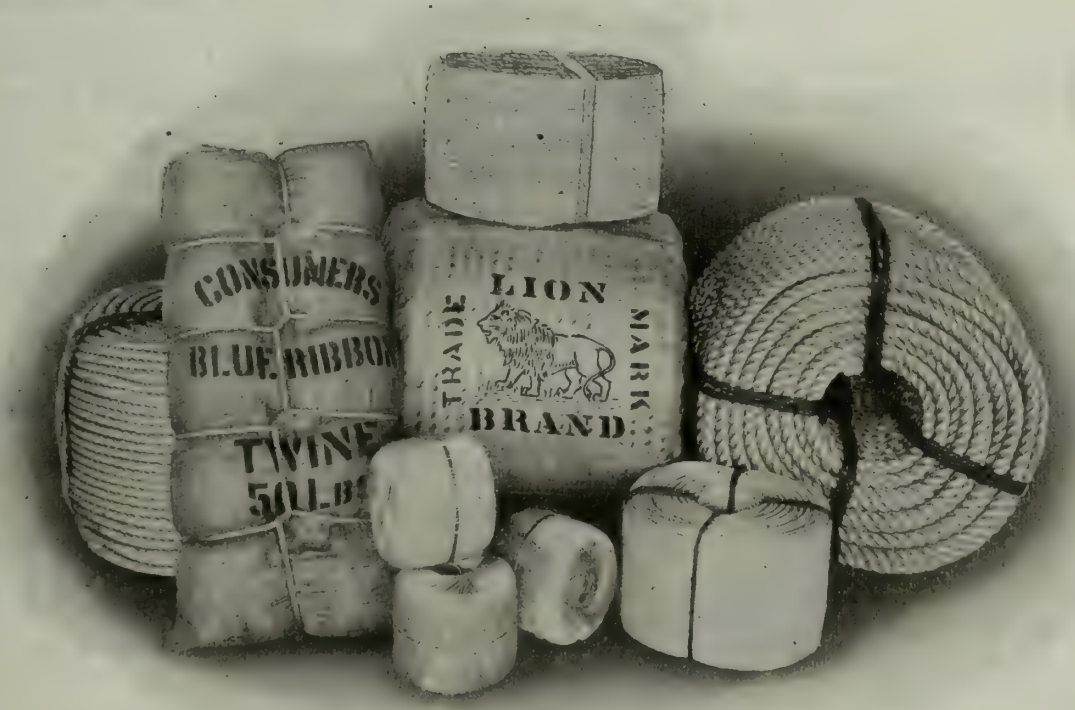
They always prove economical and satisfactory. See that you have a complete stock of HAY FORK ROPE and BINDER TWINE.

BRANDS OF CORDAGE

LION BRAND—Pure Manila
BEAVER BRAND—Manila
LION BRAND—Sisal

BRANDS OF BINDER TWINE

BLUE RIBBON	—650	feet to the lb.
RED CAP	—600	" " " "
TIGER - -	—550	" " " "
STANDARD	—500	" " " "



Prompt Deliveries From Twelve Convenient Points

Consumers Cordage Co., Limited

HALIFAX, ST. JOHN — Consumers Cordage Co., Limited

QUEBEC—F. H. Andrews & Son, Regd.

MONTREAL, TORONTO — Consumers Cordage Co., Limited

WINNIPEG, REGINA, MOOSE JAW, SASKATOON, CALGARY, EDMONTON — Tees & Persse Limited

VANCOUVER—MacGowan & Co.

THE FEDERATION OF TRADE PRESS ASSOCIATIONS

WILL HOLD ITS

ANNUAL CONVENTION

At The
Congress Hotel
Chicago

Sept. 24, 25, 26
1914

HERE you will rub shoulders with the publishers of trade, technical and class publications, financiers and public men—men who are vitally interested in business through the business press. You will mingle with the men whose business interlocks with your business, who are meeting with problems with which you constantly contend. And you will hear them tell about their methods of solving these problems.

One Good Idea Will More Than Pay for All the Time and Expense of Attending This Convention

MANY of the ideas promoted by these business men can be efficiently applied to your business. A single new idea may revolutionize a selling plan or an advertising campaign. At least this meeting will keep you in touch with the trend of modern business thought. Come, if you are a Publisher. Come, if you are a Manufacturer. Come, if you are an Advertising Man. Come, Mr. Business Man. There will be plenty of accommodations and interest for all.

NO city in the West offers so many advantages for sightseeing and pleasure as Chicago. Lake Michigan with its excursion boats, beaches and cool breezes; scores of leading theatres and hotels; fine parks and boulevards; art galleries; public libraries and art museums which rank among the best, are merely a few of the possibilities of diversion and education.

For Further Information Address
E. R. SHAW, Chairman Committee on Arrangements
537 So. Dearborn Street, Chicago

THE FEDERATION OF TRADE PRESS ASSOCIATIONS

F. D. PORTER, President
Chicago

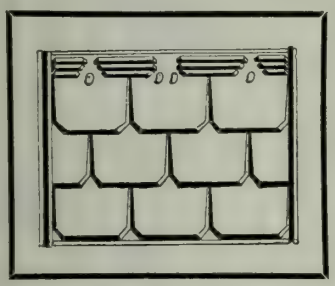
JOHN CLYDE OSWALD, Vice-Pres.
New York

E. E. HAIGHT, Sec'y-Treas.
Chicago

"Metallic" Building Materials

Spell Profit and Reputation for You

There is no manner of doubt about that—hundreds of merchants gladly endorse the statement. Their own business experience has proven it true and they are doing more to spread the facts about the imperishable qualities of the "Metallic" line than all the advertising we could print. They know that "Metallic" products insure satisfaction and "Repeat" orders and that there are a score and one uses for them.



"Eastlake" Steel Shingles

are made of the best grade of sheet steel and are heavily coated with zinc. They make the most economical roof from the standpoint of long service and require no painting or other protective treatment. Ask us to send you full particulars regarding "Metallic" Building Materials. Write now—it means money for you.

THE METALLIC ROOFING CO., LIMITED

Manufacturers

TORONTO and WINNIPEG

Wilt Drills are cut at a single chucking from special steel—steel that is made primarily for use in drills,—

WILT DRILLS

ARE CORRECTLY MACHINED

They are scientifically hardened by electrical equipment and expert men.



These are the reasons why **WILT DRILLS GIVE SATISFACTION** and outlast others. **YOU CAN SELL THEM**

Write us for prices

The Wilt Twist Drill Co. of Canada

LIMITED

WALKERVILLE, - - ONTARIO

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

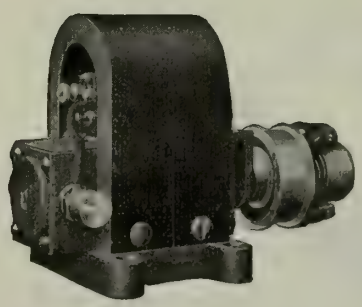
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

THE LIGHT THAT'S RIGHT

Eureka Lite



Eureka Jr. B.C. 2

The fact is, with our Eureka—

You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

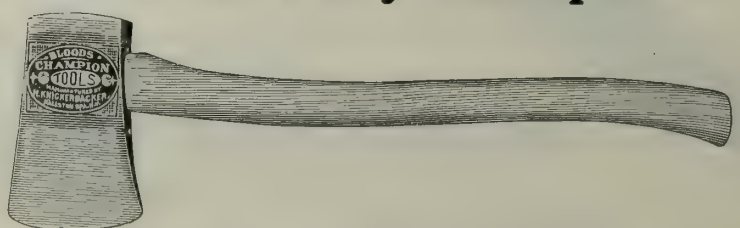
LOW COST—HIGH EFFICIENCY

Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20 .00 and up, according to capacity required. Large profit to dealers. Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

Our Assortment of Axes and All Lumbermen's Tools is Very Complete

Why not send us a trial order?



Satisfaction Guaranteed.

Thomas Birkett & Son Co., Limited, Ottawa, Ont.



DOMSTEEL WIRE Products

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Specify "Domsteel Sterilized Blued Lath Nails."



DOMINION IRON & STEEL CO. Limited

Head Office and Works

SYDNEY, N.S.

Sales Offices: Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto.



Economy for your customers means more trade for you

Show customers that it takes no more time and costs no more for labor to lay Genasco than ordinary roofing.

Show them that Genasco is made of Trinidad Lake Asphalt — Nature's everlasting waterproofer—and gives lasting resistance to all conditions of weather.

This is the way to build up your trade in

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

And when once you sell them this genuine Trinidad-Lake-Asphalt Roofing you build up their confidence and pave the way for other orders.

The KANT-LEAK KLEET that comes with Genasco to make seams water-tight without cement, adds to the economy of Genasco.

Order Genasco from your jobber. Write us for full information.

The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

Philadelphia

New York San Francisco

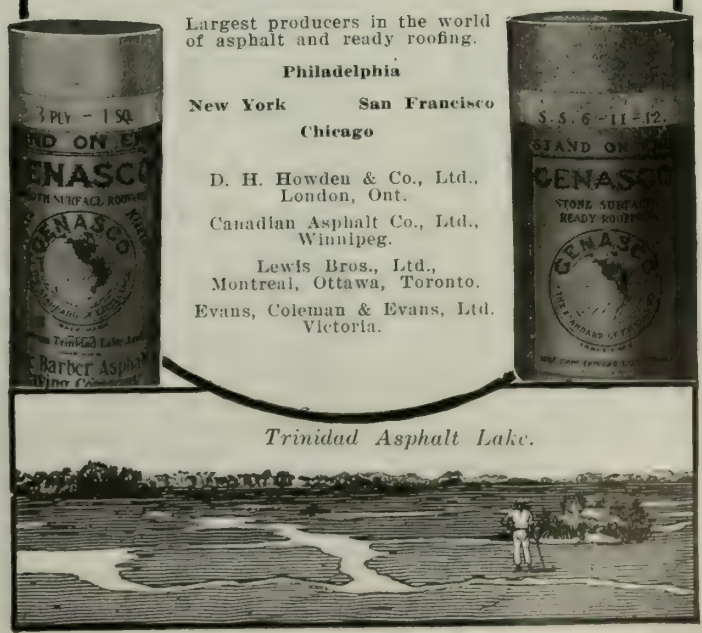
Chicago

D. H. Howden & Co., Ltd., London, Ont.

Canadian Asphalt Co., Ltd., Winnipeg.

Lewis Bros., Ltd., Montreal, Ottawa, Toronto.

Evans, Coleman & Evans, Ltd. Victoria.



Trinidad Asphalt Lake.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

If You Want to Handle



WIRE NAILS

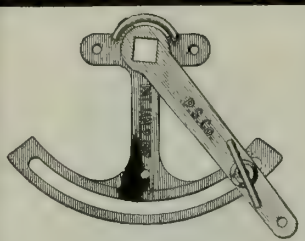
OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.



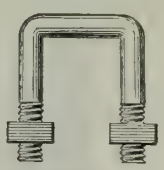
Parker's Damper Quadrant.

The Most Perfect and Practical Device yet Designed for Controlling Dampers and Deflectors--

that's Parker's Damper Quadrant.

Has only two parts—lever and frame. The lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs and nuts. You can appreciate how much time and labor this saves.

Made of malleable iron and brass in four sizes. Can be fitted to either round or square ducts. Literature?



Parker
Damper Rod Clips.

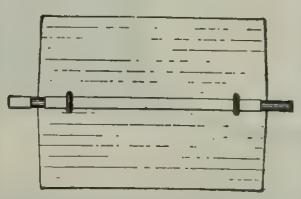
Mighty Practical Things—These Clips

They solved for good the troublesome problem of attaching rod firmly to damper without drilling and consequent weakening of the rod.

Their use affords the easiest and quickest way of constructing a durable damper.

Five sizes for square rods.

Write for Literature.



Showing Rod attached to Damper by Two Parker Damper Rod Clips.

PARKER SUPPLY CO.

Manufacturers of Engineers' and Sheet-Metal Workers' Specialties.

521 W. 45th St., New York

BUFFALO



Solid Oils and Greases

for
Your Harvest Trade
Prevents

Hot Boxes,
Vexatious Delays,
Loss of Time when Time means Money,
and ensures
Reduced Friction,
Smooth and Easy Running,
Satisfied Customers,
More Business,
Larger Profits.

The ONLY Oils and Greases not sold direct to the Consumer are "Buffalo Brand."

Prairie City Oil Company, Limited
WINNIPEG, MAN.

THE ACHIEVEMENT of successful stove manufacturing is the result of constant endeavors towards maximum efficiency.

Our highest success is the

SASK-ALTA RANGE



The inside body construction of American Ingot Iron—99.84% purity.

The grates of three types—long duplex and double duplex for coal and dumping wood grates.

The flue construction heats each part of the oven uniformly.

The firebox is exactly proportioned and the linings in nine pieces; the latter constructed of famous semi-steel.

The nickeled steel oven attracts the heat and holds it.

The patented lift top and broiler door is an exclusive convenience.

The burnished top is easy to clean and always bright.

Detachable reservoir.

And many other features.

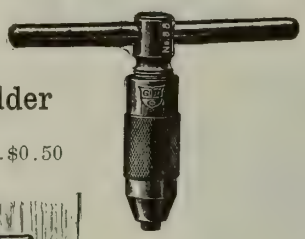
Write us.—NOW.

"McClary's on goods is a Quality Name."

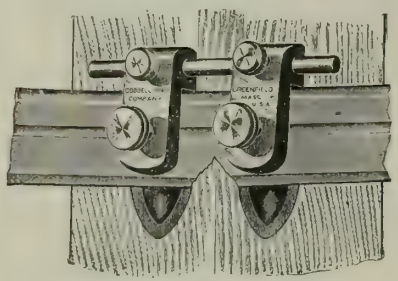
McClary's

LONDON **TORONTO** **MONTREAL** **WINNIPEG** **VANCOUVER**
ST. JOHN, N.B. **HAMILTON** **CALGARY** **SASKATOON** **EDMONTON**

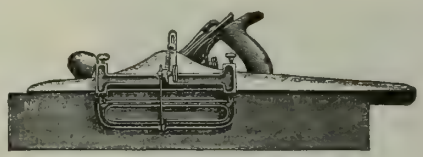
PROFITABLE GOODELL-PRATT SPECIALTIES



Tool or Tap Holder
No. 88
List Price $0.50



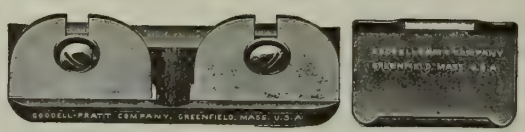
Draw Shave Guides
No. 44
List Price $1.00



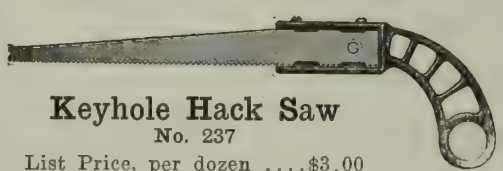
Iron Plane Gauge
No. 333
List Price $1.50



Pocket Levels
In several styles and sizes.



Double Knife Spoke Shave
No. 37
List Price $0.75



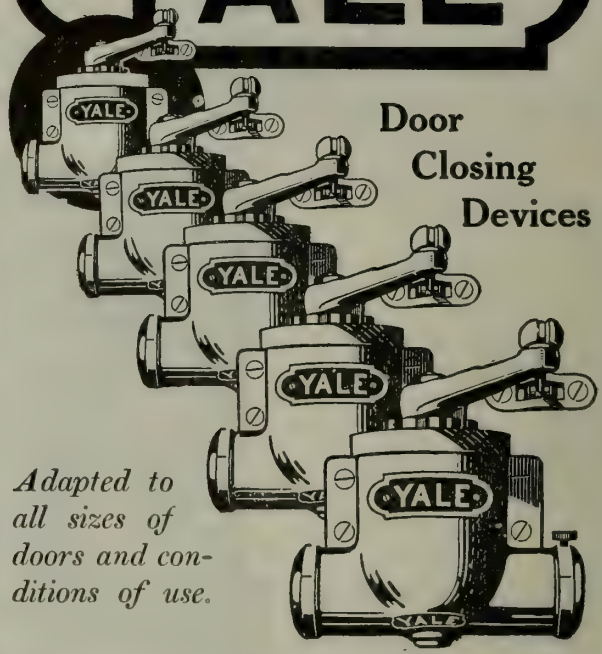
Keyhole Hack Saw
No. 237
List Price, per dozen $3.00

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.

YALE



Door Closing Devices

Adapted to all sizes of doors and conditions of use.

Quality! Performance! Durability!

The Yale guarantee of these vital qualities stands back of every sale of a Yale Door Closing Device.

Whenever a customer has doors to be closed—front, rear, pantry, bathroom, bedroom—there is use for a Yale Door Closer. Silent, sure, quick-acting, never forgetful.

The sale of one Yale Door Closer leads to another, so write us today about our Dealers' Advertising Service and the many ways in which it will help you sell more Yale Door Closers.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers.
General Offices and Works:
ST. CATHARINES, ONT.



Progress

From the smallest to the largest foundry devoted exclusively to the manufacture of Stoves, Ranges and Furnaces in Canada. In twelve years our moulding shop has alone been increased in length from 70 feet to 550 feet.

Here's the reason

Huron Lines are ready sellers, give satisfaction and are money-makers for the dealer. If you're in the stove business to make money and wish to handle a line that will give you perfect satisfaction, write for catalog.

We manufacture a complete line of

Coal and Wood Cooks, Cast and Steel Ranges, Hotel Ranges, Etc.
Heating Goods and Warm Air Furnaces

All goods are shipped on receipt of order.

The Western Foundry Co., Limited

Manufacturers of Huron Stoves, Ranges and Warm Air Furnaces

Wingham, Ont.

DAVIDSON'S "STERLING" SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

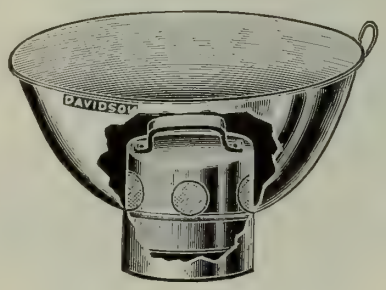


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Toronto** **Winnipeg**

ELEY

CARTRIDGES

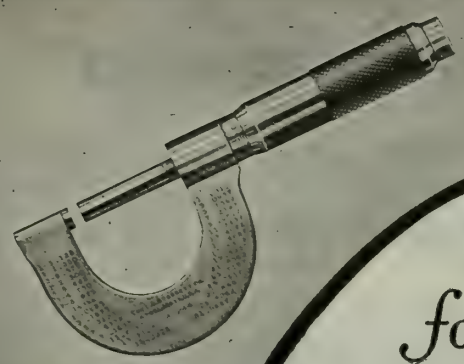
We Load for the World!

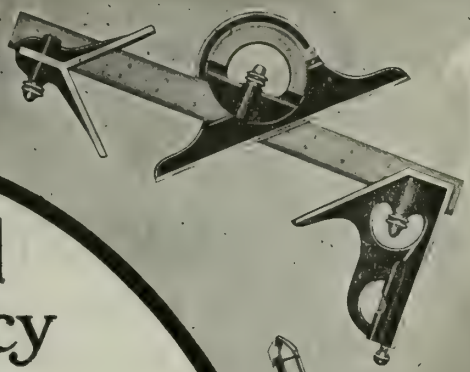
¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.



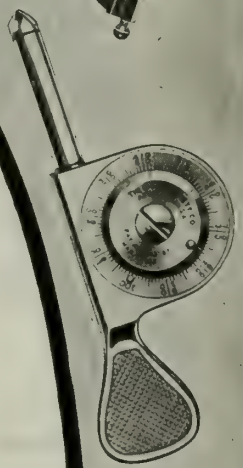


Standard *for* Accuracy

Wherever fine mechanical work is produced, the instruments and tools used in the processes and operations of manufacture and construction, and in the final inspection, must be perfectly reliable.

In plants of all kinds—automobile factories, ship yards, locomotive plants, agricultural machinery works, special job and tool-making shops, electrical machinery factories, machine-tool building plants, etc.,—the skilled machinists have determined by experience that they can work most accurately and rapidly with





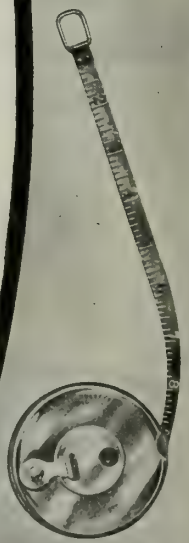
Starrett Tools

The Standard Instruments of Precision

The aggregate of the purchases by these men is enormous, and all sales to them are made through hardware stores. All of our advertising in many technical papers and in several national magazines, instructs mechanics to go to the hardware store for Starrett Tools. Our constant advertising has made them the best known fine tools in the world and their quality has built up our business so that our plant is now the largest in the world devoted exclusively to the manufacture of fine tools.

Familiarity with them helps you render better service to your customers. Our free catalog No. 20MA, showing 2,100 styles and sizes, is sent free to hardware men interested.

42-361







The L.S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York Chicago

London



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

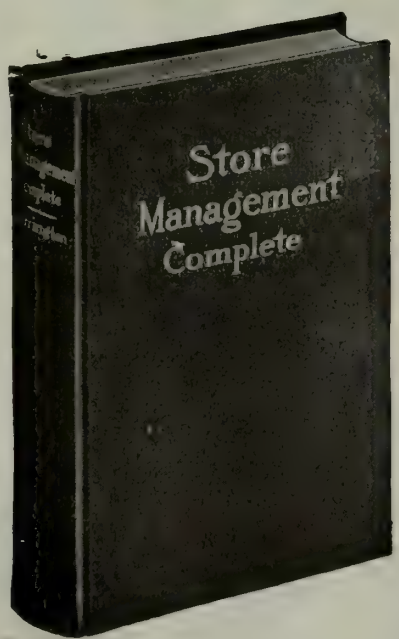
Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.



ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your busines. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

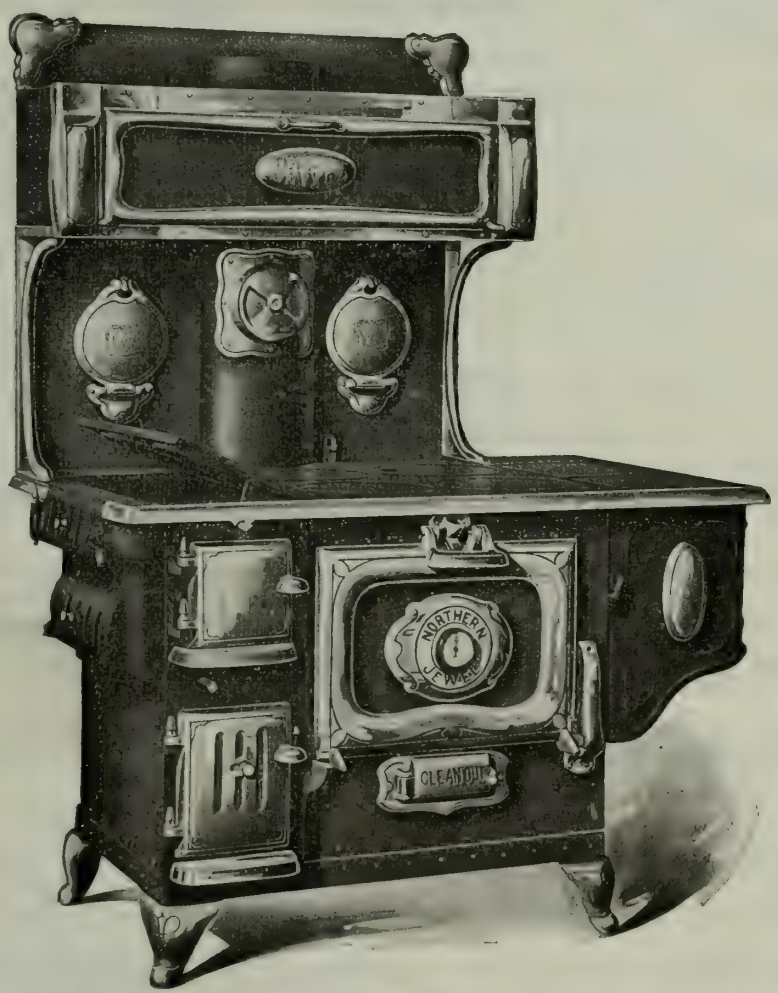
"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

A BRAND NEW, MODERATE-PRICED
RANGE OF HANDSOME DESIGN

THE NORTHERN JEWEL

Combining Tasty, Original Design and Approved Up-to-date Features



Perfect Working Qualities, Absolutely Guaranteed by the Makers.

WILL PROVE A READY SELLER

WRITE FOR PRICES AND DETAILS

Permit us to remind you that the Fall Stove Trade should open up very soon. In some localities within 2 or 3 weeks, at latest. ARE YOU READY FOR IT? An early display of your lines is good advertising, and inexpensive—The early bird, etc.

A Jewel stove agency will contribute towards the success of your business generally

THE BURROW, STEWART & MILNE CO., LIMITED

STOVE BUILDERS FOR OVER 50 YEARS

HAMILTON TORONTO MONTREAL WINNIPEG

The Niagara Pattern

This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsmanship.



Actual Size

Our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

The McGlashan, Clarke Co., Limited
Niagara Falls, Canada
Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto, Ont.

Our Corrugated Iron is absolutely straight and uniform with deep corrugations

Eavestrough, conductor pipe, ridge roll, valleys, elbows, skylights, ventilators, etc.

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

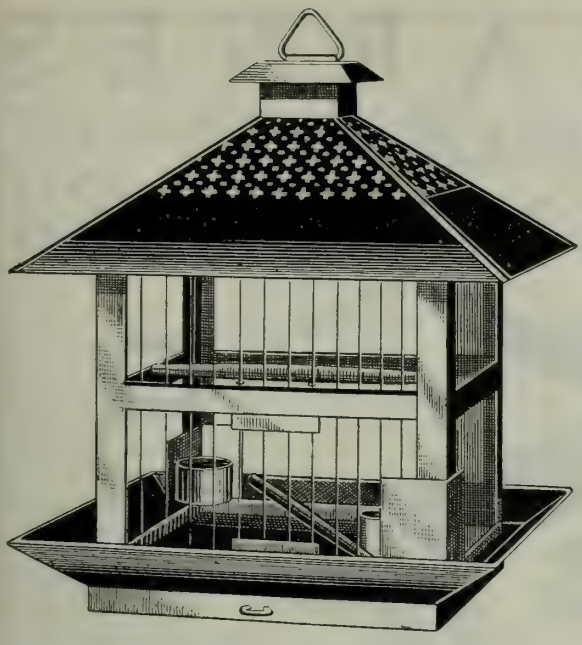
It's a Pink anyway you take it, and it's the best Peavey made.

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.



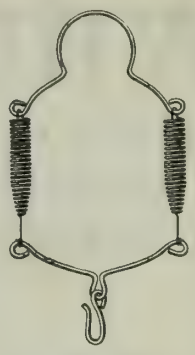
GIFT CAGES

A NEW line of NEW pattern
SOLID BRASS BIRD CAGES

Suitable for birthday, wedding or Christmas presents

10—different designs—10

MISSION GLOBULAR OBLONG



Each cage packed individually in a carton, and equipped with one

DUPLEX CAGE SPRING

at no extra charge. The Duplex Spring sustains the weight of the cage better than a single spring, and also prevents it rotating.

We are now putting brass eyelets in our wire seed screens where the hooks go through. This greatly improves the appearance of Cages that have seed guards on.

The MISSION Cages are supplied with WIRE CLOTH or GLASS guards—whichever you prefer. MISSION Cages have draw bottoms, and a new arrangement for replenishing the food cups from without.

Order some of these new cages with your next goods, and your customers will be greatly pleased with them.

Write for descriptive circular and quotation.

E. T. WRIGHT CO., Limited, HAMILTON, Canada

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Best Shooters

at the traps and in the field
are shooting shells loaded with

BALLISTITE DENSE AND New Empire BULK Smokeless Powders

You can get them in any shell loaded in Canada. INSIST !





This Advertisement

is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

You should stock them at once, because our consumer advertising is certain to cause a growing demand.

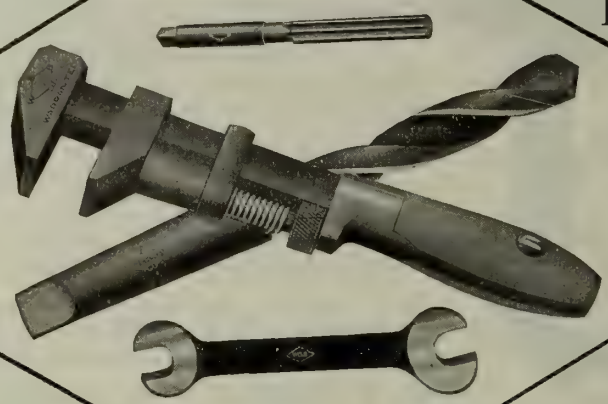
Write for particulars.

Nobel's Explosives, Ltd.
244 Chambers of Commerce
WINNIPEG

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS
Millbury, Mass., U.S.A.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

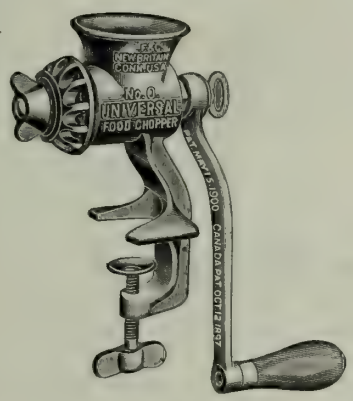
Made of the Choicest Hickory and Nicely Finished.

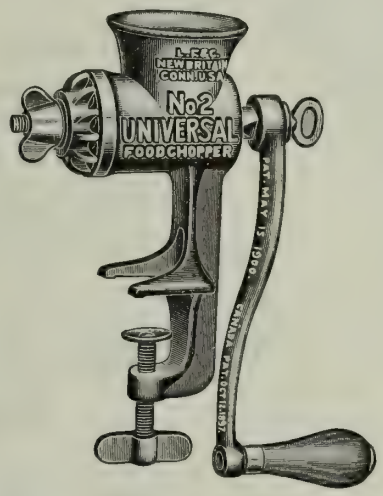
WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

Known Merit

Makes the "Universal" Food Chopper Easy to Sell





Made in four sizes, for small, medium, and large families and for hotel use.

The Original Food Chopper

The " Universal " Food Chopper is profitable to handle because of its continual demand and ready sale.

This demand for the " Universal " is due to its well-known points of superiority—its shear-cutting, self-sharpening beveled cutters, its sanitary construction, its heavy tinned finish, its simplicity and strength.

Housewives everywhere know these advantages through fifteen years of consistent advertising. It has become the **standard** food chopper.

It will pay you to stock the " Universal " Food Chopper—and let the housewives in your vicinity know it. Write to us for showcards, newspaper electrotypes, lantern slides, etc. Use the attractive display stand furnished free with your first order of one dozen choppers.

UNIVERSAL

This is the trade-mark found on " Universal " Food Choppers and other Household Helps of recognized merit. Sales of " Universal " specialties are quick and profit paying.

Write to your jobber for prices or direct to us.

Landers, Frary & Clark

NEW BRITAIN, CONN., U.S.A.

The Mayor of Toronto Says :

Halt Only Temporary.

"The dislocation of business is only temporary, the natural sequence of recent events, and I see no reason why the people should be alarmed. I have ascertained from the banks the fact that they are going to look after their customers just as though no war existed in Europe. Under these circumstances there is no reason whatever for any interruption of commerce in Canada."

—From Toronto Globe, Aug. 10th, 1914.

The Wm. A. Rogers Brands of Flatware—

W. A. Rogers

1881 ROGERS A1

W. R.

NEW YORK.

are fast-selling lines, and give the largest profits to the dealer.

Our stocks are complete for quick delivery.

Our travellers are now calling on the trade with 4 NEW PATTERNS IN THE HORSESHOE BRAND Flatware.

See them!

Canadian Rogers Company

LIMITED

570 King St. W., TORONTO

Hammond Bldg.
WINNIPEG

Fairfield Bldg.
VANCOUVER

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, AUGUST 15, 1914. No. 33

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JOHN BAYNE MACLEAN, President -:- H. T. HUNTER, General Manager
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HARDWARE AND METAL

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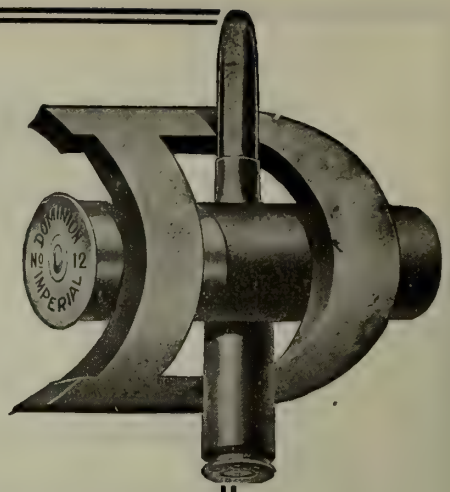
GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, C. L. Morton, Room 733 Old South Building, Telephone Main 1024; Cleveland, T. E. Klein, 1246 Thoreau Road, Lakewood.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

New Sizes of

Dominion Cartridges



Your Jobber has a Sock of Each One

DOMINION 22 W.R.F. Model 1890, Smokeless
DOMINION 25—20 Soft Point, Smokeless
DOMINION 44 Game Getter, Black Powder
DOMINION 25—35 Soft Point, Smokeless
DOMINION CANUCK, Smokeless Shot Shell

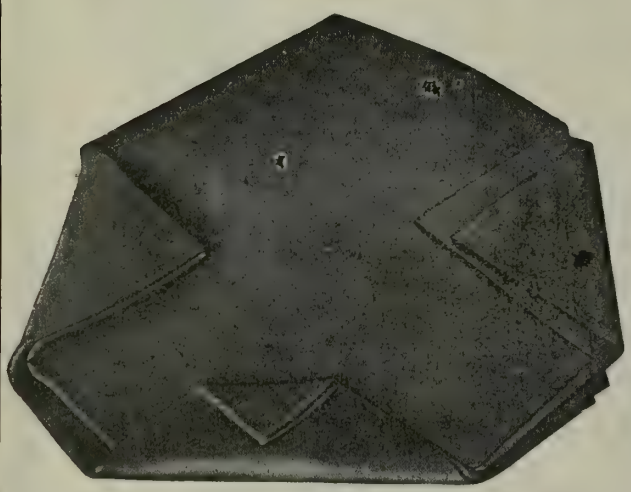
The Red Shell with a medium brass base—steel reinforced —an extra large primer insuring complete and rapid ignition of the powder.

A Fast, Snappy Load for Trap and Field Shooting.

These Cartridges are up to the usual high standard of DOMINION AMMUNITION. They may be recommended to your customers as perfect products of CANADIAN MANUFACTURE.

Dominion Cartridge Company, Ltd., Montreal

"GLOBE" STEEL SHEETS



A good grade Black Sheet suitable for particular work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

GALVANIZED CANADA PLATES

The first brand imported to Canada and still the best in every way.

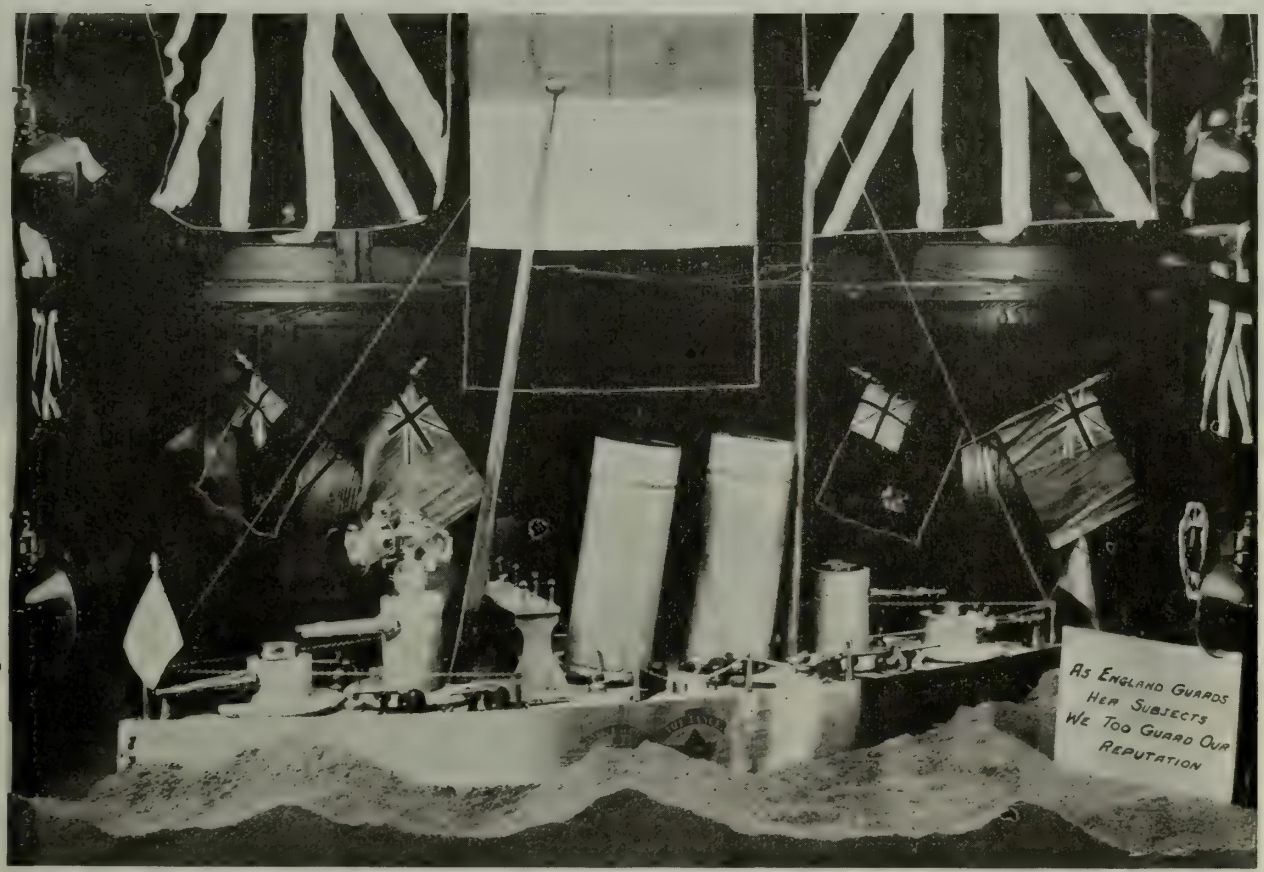
If you want reliable Canada Plates insist on "Dominion Crown."

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI. AUGUST 15, 1914 No. 33



Battleship trim in the window of the James Walker Hardware Co., Ltd., Montreal, which attracted a great deal of attention during the first days of the war. Model was built with goods entirely taken from stock and with an expenditure of 15c for a small can of paint. Designed and executed by John A. Fraser.

An Outstanding British Window Trim

IT need hardly be said that war was the inspiration for an outstandingly British window trim which drew enthusiastic, patriotic crowds to the window of the James Walker Hardware Co., Ltd., Montreal. Appearing at a time when the city was in a fervor with the news of probably the greatest crisis in the history of the British Empire and the whole world—at a time when every eye was turned towards the clouded mystery of the North Sea where the great drama of the mastery of the wave was being enacted—the realistic reproduction of a great battleship was responsible for large crowds and many enthusiastic demonstrations in front of the Walker store. The installation of the trim was watched by a large gathering which showed close interest in the construction of the battleship, and sent up an occasional cheer of appreciation.

The construction of this battleship model was an inspiration of John A. Frazer, who is also responsible for the execution of the idea. From the standpoint of practical window trimming it is not so much in the result of Mr. Frazer's efforts that credit should be given, but in the manner in which the effect was achieved.

Study this battleship closely. There is not one article entering into the execution of the whole idea that was not taken from the shelves of the store or made from discarded material; and there is likewise not one article of value that cannot be returned to stock with the exception of a 15c can of paint which was opened to paint the deck and the funnels a battleship gray.

(Continued on page 43.)



Interior view of household goods department on second floor.

BUILDING A BUSINESS.

The accompanying article tells of the experiences in business of W. S. Sterne who opened a hardware and stove store on Market Street, Brantford, in the spring of last year. Mr. Sterne took over a store that had formerly been used as a stove store, and proceeded at once to put in hardware lines. The article tells of the steps he took to create a demand for the hardware lines.

Mr. Sterne met with exceptional success, no doubt due to the fact that he advertised consistently and well —through the newspapers, his store windows and by means of a small catalogue. Business came to him immediately, proving once again that "it pays to advertise."

The accompanying article, which is in the form of an authorized interview, gives interesting details of the steps he took in starting his business along the right lines.

Quick Change from Stove Store

Studying Demand and Customers Before Stocking Up—Individuality a Strong Asset

Written for Hardware and

THE problem I faced was that of building up a new connection in hardware. The business I was taking over had been conducted almost exclusively as a stove store, although a stock of kitchen utensils had also been carried. It is not uncommon for a dealer in stoves to work into the hardware field gradually, adding line after line as he finds the demand growing until gradually he assembles about him a more or less complete hardware stock. This gradual evolution from stoves to hardware and stoves is a slow matter, however, generally taking quite a number of years. I determined to make the plunge at once.

The location of the store I took over was particularly well suited for the purpose. Market street is the most important business street running north and south crossing Colborne street—the retail center—at what is the hub of commercial activity. Market street is the chief thoroughfare to the big factory section. At twelve o'clock and again at six, this street is thronged with men returning from work—mostly high-priced mechanics who purchase quite a number of tools in the course of a year. There was no hardware store on Market street, so the opportunity looked to be an exceptional one.

The store I took over was in the fifth block above Colborne street: "just out of the high rent section," as I said in my advertisements, but not far enough north to be really out of the down-town area. I started, therefore, with the advantages of a good, but not too expensive location.

Had Stock Ready Early.

I ordered my hardware stock early and had it delivered at a warehouse where it was possible to unpack and assemble it ready for placing in the store. I went over the stock carefully and marked it up and price-ticketed it before having it moved to the store. In the meantime I was getting the store into shape and putting in new fixtures. By the time the store was ready for occupancy, the stock was ready also and what was left to be done was merely to move it in and throw the doors open. In that way I saved much valuable time.

The Stock Carries.

My aim at the outset was to carry a fairly complete stock of all staple lines. I put in a good stock of stoves, coal and gas, a good assortment of paint, oils and household specialties, general hardware of all descriptions, and a fairly complete line of tools and builders' hardware. I am counting upon enlarging the last two



Interior of W. S. Sterne store at Brantford, Ont.

To General Hardware Lines

Layout of Store Interior—Cutting One's Suit According to One's Cloth—Unique Signs.

Metal by W. S. Sterne.

named lines as time goes on. My largest department I decided must be kitchen utensils as the location seemed particularly suited for a big trade. But I will explain fully about that point later on.

Arrangement and Fixtures.

The store was sufficiently wide to permit the placing of the stoves in the center, allowing at the same time plenty of aisle space and room for demonstration of the goods. To the right, on entering, were a number of wall cases with glass fronts which the former occupant had used for displaying household utensils. These cases I used for tools. Then I had new wall fixtures built, with long doors opening from top to bottom. Inside the compartments thus provided I had boxes for all varieties of builders' and shelf-hardware. Samples of all lines stocked in each compartment were attached to the outside of the door. One advantage I saw in this system was that I could have the boxes made any size which seemed to suit best the nature of the goods without standardizing them for the added appearance to be thus gained.

To the left of the entrance I had open wall shelves put in and used that section for the paint stock. I believed that it would pay me to give the paint end of the business the advantage of a conspicuous position. Results have shown that this was no mistake.

Back of the main store is a section that I converted into a second-hand stove department.

Before leaving the question of the equipment of the store, I may say that I do not consider the arrangements I have made to be ideal in any degree. No one appreciates more fully than I do the advantages of a fine oak trim, the sales possibilities in an abundance of handsome glass showcases and up-to-date fixtures. But when a young man is starting in business with a more or less limited capital, he must proceed with all due regard to expediency and lay out his store the best his means will allow. My experiences will perhaps be of value to other merchants who are starting in business.

I am a strong believer in having things a little different from others, in achieving something that will attract attention. A device which I have introduced in the store, has this effect. I have signs calling attention to each department, such as "Paint Department" and "Kitchen Utensils Upstairs." These signs are suspended close to the ceiling and are operated on chains. When the door of the

(Continued on page 48.)

SOME ADVERTISING TALKS.

The following are a few advertising talks abstracted from the catalogue issued by W. S. Sterne:

"People who live in glass houses don't need paint—but for the modern house ——— paint fills all requirements. It stands the test of time, covers perfectly and is always true to color."

"The ——— range is the Housewife's friend when you consider the labor saved and the satisfaction given when using one."

"A woman's pride is her kitchen. A good assortment of utensils is necessary for good work; therefore, look over our stock of tinware, graniteware, aluminumware, etc. Everything first class and everything you want."

HARDWARE AND METAL

VOL. XXVI. No. 33 Toronto, Canada, August 15, 1914 Two Dollars per Year

GET THE MONEY IN.

HARDWARE AND METAL feels that too many warnings cannot be sounded against allowing accounts to run too long. At a time like the present when business conditions are somewhat upset by the European strife, there is always a considerable amount of talk about hard times, business depression, scarcity of money and high prices. Although we in Canada are particularly well situated, yet there is a certain amount of apprehension in connection with the future and many people will be inclined to hang onto their money.

That this will have a disadvantageous effect on the retail trade, and hence on the wholesale and manufacturing trades is plain to be seen unless provision is made against it. Canada has a fair average crop which will mean a lot of money this autumn and particularly since the war is forcing up the price of grains. Customers can be assured that there is no necessity to worry and those inclined to lag in the payment of accounts must be continually "jacked up." There will be many slow-pays for the want of asking them for money. In times like these the dealer has a good excuse. He can point out—with his arguments running a good chance of being appreciated—that his wholesaler is after his money and that he requires all accounts to be promptly met. It must be remembered that the only reason why a great many do not loosen the purse strings is because of the talk of a financial stringency, and not because of any shortage on their part.

With regard to the granting of credit to new applicants, Hardware and Metal desires to repeat its many warnings that extreme care should be exercised. This advice is more for the new man in the trade anxious to build up a business. No applicant should be granted credit who is known to be doubtful, and no account should be opened unless a time limit or a money limit be placed upon it. Not only that but the dealer should have back-bone enough to enforce his system every time.

FACE THE SITUATION CALMLY.

THE war will extract heavy toll of the world, and Canada will bear a share of the loss. How great or how small this share will be time alone can tell. It may be that the gain from selling supplies to Europe at war prices will serve as compensation for the inevitable loss from other sources. Be this as it may, Canadians must face the stern reality, must prepare to meet the inevitable consequences of a big war.

But, in the name of common sense, let us take things cooly. Let us look at the situation squarely without undue alarm or hysteria. It may be that business in Canada will not feel any serious effects; but if the aftermath of the conflict prove as black as the alarmists are prone to paint it, the greater need will be for cool and courageous handling of the situation. Let courage, coolness and confidence be the watch-words of business.

And as a first indication of a sane outlook, let the business man do his best to curb the very evident tendency toward hysteria that the public is manifesting. The crowd aronud the bulletin board wildly cheering disjointed despatches of more than doubtful authenticity, the frenzied publication of "specials" containing sensational stories, the parading of bands; all these indications of an unsettled public mind are helping to upset conditions and to undermine confidence. It is impossible to prevent excitement during war time; but business interests should strive to keep it within bounds.

The newspapers are doing a lot of harm by their mad scramble to outdo each other in the dissemination of rehashed, unreliable news. The publication of alleged "specials," the loud hawking of papers everywhere, the rush to the bulletin boards, all go to further upset business. There is not a newspaper in the country but what would gladly forego the expense and worry, if it were not for fear that competing papers would outdo them. If publishers cannot reach an agreement to return to methods that smack of sanity at least, then the merchants should step in and use their influence. The hysteria of the press is hurting business for the merchant.

War is a sufficient menace to prosperity. Let us minimize the menace by grappling cooly with the situation.

ADJUSTING PRICES.

AFTER the first flurry of excitement created by the state of chaos into which business was thrown by the precipitation of what may prove the greatest war of all the ages, the hardware trade has settled down quietly to the task of adjusting prices to suit the conditions of the market. There has been nothing like a panic; there has been no effort on the part of the trade to take advantage of the circumstances of the state of war to reap a benefit in raising prices unduly; there has been no run on any particular line which might have been expected in view of the circumstances.

Up to the present time there have been few advances in the lines which enter into the stock of the general retail hardware store. The wholesalers have been quietly investigating conditions before taking the important steps of price adjustment. That there will be higher prices in many lines need hardly be explained. The suspension of trade with Great Britain and the continent is bound to have its effect—where, when and to what extent is what the wholesalers are now figuring on.

Where there was an opportunity for market manipulation we see what has happened in the increase of tin to the extent of forty cents a pound, and in the rapid advance in the price of linseed oil. The trend of brass and steel is upward with tin, and all lines in which these metals enter extensively may be expected to advance in price, and there is an upward tendency also in kindred commodities.

In the highly manufactured goods the closing of the German market is going to have a direct effect. Already there has been an advance noted of ten to fifteen per cent. in the prices of imported guns, and immediately there has been a rise in the prices on American arms and American ammunition. Cutlery is certain to feel the effects in the very near future, and other lines of metal wares in which the manufacturers of that country excel at the price. There is a bright spot, however, that there is practically nothing that cannot be secured from other sources. The reason of the big imports from Germany has been the cheapness of the price. Importing from another market would mean a reasonable advance, but on the other hand there appears to be a disposition on the part of the American manufacturer to take advantage of the elimination of the German competition and advance the prices, and for this there may be some measure of justice in the tendency of higher prices for raw materials.

A levelling effect in the market would be the re-establishment of ocean traffic with Great Britain, for it is felt that the cutting off of other markets from the British manufacturers would result in a stronger effort being made to get into Canada and the general holding down of prices.

It is the present outlook that there will be increases in those lines in which the foreign market is an important factor, but these advances will be made to balance the change in conditions and will be carefully considered before being put into effect. In fact, there is in the trade an evident desire to hold prices down so far as possible, for there is little reason why there should be any natural increase in the demand.

SALESMANSHIP vs. STOCK.

ONE of the most important problems that the small hardware dealer has to deal with is to keep his stock within bounds in relation to the turnover—making his profits represent a reasonable net interest on the capital invested and the services involved. The modern trend of manufacturing leads in the hardware business like many other lines to a much greater range of goods that are advertised as a name rather than an article or a commodity; in other words, it will be found that where it used to be that there would be one line of goods to stock there will now be several lines of the same goods known to the hardwareman to be the same thing to all intents and purposes, but put before the public on the strength of the label and advertising.

Here is a point for the retailer to consider, the asset which can be made of salesmanship to offset this increasing stock liability—not with the idea of in any way reducing his range of goods but with the idea rather of increasing the range and reducing the different varieties or brands in a line which may amount to virtually the same thing. Here is a case in point:

One of the partners in a retail hardware business in a Western Canadian city is a young man who has had an extensive experience on the outside in the selling departments of big wholesale houses. He is well acquainted with his goods; he knows that the difference between the color of a box or a label does not always affect the contents; he believes in using the knowledge to offset the necessity for carrying a heavy range of stock.

In this store recently a customer appeared and asked for a box of axle grease. The proprietor put his hand under the counter, pulled out a box of grease, wrapped it up and stated his price, making the change with a pleasant remark about the weather. The sale was put through in a few seconds, there was no waste time and the customer went away satisfied.

"Why didn't you ask him what kind of grease he wanted?" was asked. Here is what he said:

"I know there are several good brands of grease which are practically the same. I stock what I believe to be the best or as good as can be bought and I stack my ability to sell against the chance of the customer asking for a different brand and sticking by it. My idea is to put good stuff on the shelves rather than a big range of brands or a lot of cheap lines.

"You noticed what happened in the case of that box of grease. Had I asked that customer what kind of grease he wanted I would have been talking to him yet telling him the difference between several brands which are practically the same, and about which he probably never heard before, and he would go away wondering whether I had sold him the best. Now I know that the goods I sold him will give him satisfaction.

"You would probably ask what would result if he had asked for a particular brand of grease which I did not have in stock. That is where I am banking on salesmanship and the knowledge I have that the goods are right and that I can convince him of the fact.

"Of course it is a principle which may involve the loss of a few sales, but I do not think this offsets the advantage of being able to keep my stocks at a minimum and turning rapidly what we carry, which means a bigger proportion of new goods on the shelves and in the end I think the customers of this store will learn to rely to a large extent upon our opinion. I believe that the big mistake of many of the retail hardwaremen is in stocking up too heavily and endeavoring the making a showing of a big range of brands instead of trying to select the better goods and reducing the variety."

EDITORIAL BRIEFS.

EVERY MAN IS a business prospect if only the salesman can find out why.

* * *

YOUR BUSINESS NEXT fall is apt to be just about what you make it.

* * *

HAVE YOU STARTED to lay the foundation of your Fall paint campaign.

* * *

OPTIMISM IS THE prevailing note amongst well-informed merchants to-day.

* * *

INSURANCE AND OCEAN freight rates from overseas have dropped back closer to normal.

* * *

WHAT OTHER HARDWAREMEN are doing may be just what you should be doing. Watch this department in Hardware and Metal.

* * *

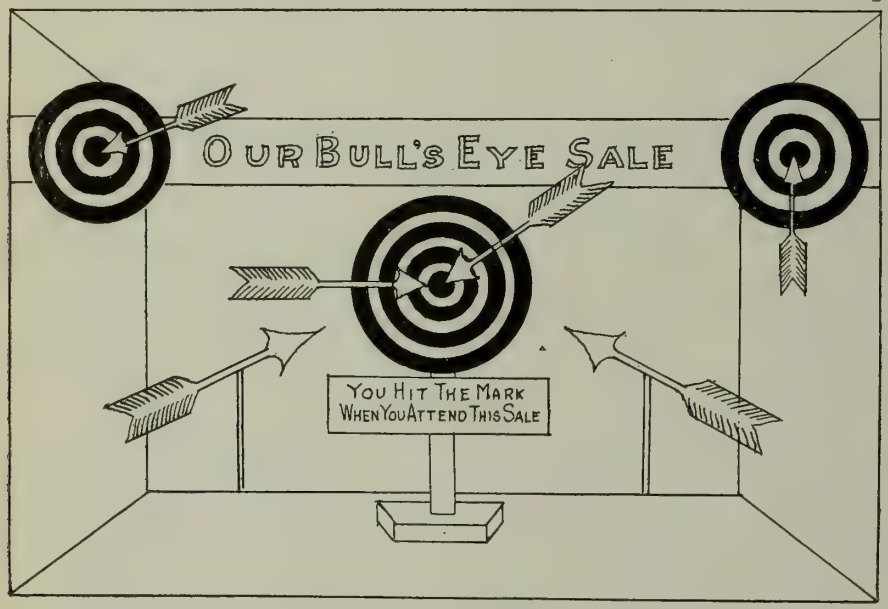
MOTOR TRUCKS MAY not always prove "delivery de luxe" but scores of hardwaremen are finding their delivery troubles solved by the introduction of trucks.

Directions for Conducting Bull's Eye Sale

Designed for Hardware & Metal by A. A. Daoust

ALTHOUGH this idea may seem elaborate to the merchant, it is not nearly as much so as it looks, and if the merchant has a window trimmer who can make his own cards, the cost, he will find, will be practically nothing as the only expense attached to it is the cardboard, and the time.

If on the other hand, the window trimmer cannot make his own cards, he can easily submit the idea to a local card writer, and get an estimate on the whole, and it does not require particular and fancy lettering for sale cards, the trimmer should be able to secure a price for the job which should be entirely satisfactory, and a trim of this kind should attract great attention, and should make the sale a big success, as striking sale ads. usually bring very good results.

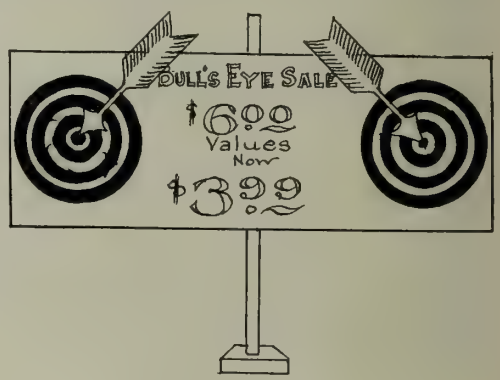


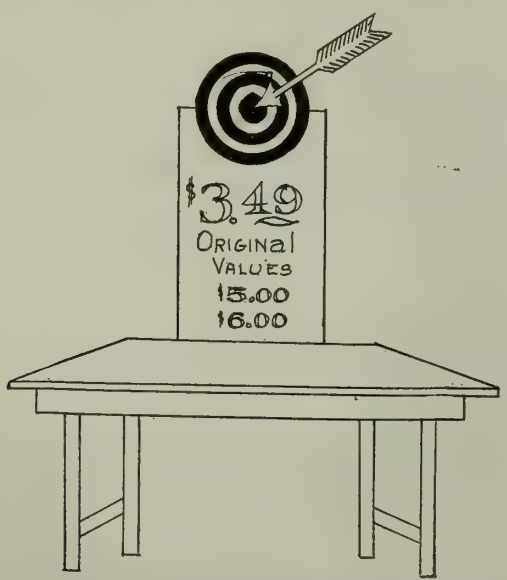
This sale window idea needs very little explanation, as it speaks for itself.

Make an upright to hold the large Bull's Eye in the center, out of soft wood, with a heavy wooden base to suit the size and height of the upright. This should be painted white.

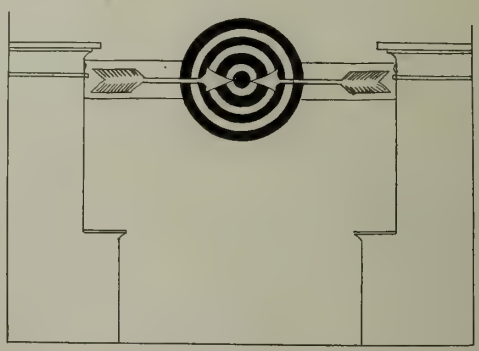
The Bull's Eye Sale sign at the top is to be placed against the glass high enough so that it will not obstruct the full view of the Bull's Eye in the center. This sign should be made of cardboard. It is too long to be made in one piece, but will probably take two or three large sheets, according, of course, to the size of the window, and should be held together by small strips of wood at the back. This sign should be lettered in bright red. The bull's eyes should also be in bright red and white, with red letters also. The bull's eyes should be made of cardboard in white, and the tail part painted in red. These should also have a small strip of wood at the back to brace them. The floor of the window should be covered smoothly with felt.

This shows how a simple card-holder for this sale can be made of soft wood, and painted white. The card shown here is very suitable and corresponds with the rest of the sale cards, and should be in red and white, as the rest.





If tables are used,—and one at least should be arranged to attract attention,—this gives an idea of how the card on same should be placed. This card should be of white cardboard as the others are.



This shows a sign similar to the one to be used against the glass of the window, and should also be made of white cardboard and painted in red, and this should extend from one side of the store to the other, from shelving to shelving, and should be made double so that it will look exactly the same from the back of the store as it does from the front, i.e., if it is placed so that the customers get past the sign, which will happen if the sign is placed in the center of the store. To get the same effect it will be absolutely necessary to make double signs made and have these nailed back to back on small strips of wood to hold them together so that they can be stretched from shelf to shelf.

Blues Will Be Popular in Fall Wall Paper

Generally Speaking, Simplicity Will Reign—Borders Tend to be Narrower—Moire Not as Strong for Ceilings—Stripe to Conceal Joining Mark in Paper.

A CONTINUATION of simplicity in design and effect—in fact, an additional emphasis of simplicity—and the introduction of blues into wallpaper, are two features which Hardware and Metal advances on good authority in connection with interior decoration for the fall.

In the introduction of the blue the designers have shown splendid results in handling a very difficult color. Not only will there be light blues for the bedroom and the reception-room, but the delf and other dark shades will be found in the living-rooms. Designs will show the influence of the general ideas of simplicity in this as well as other colors.

According to one authority on interior decoration who is closely in touch with the subject, plainness in effect is being carried out even stronger than in the past, although we may look for some unique designs and color combinations where the futurist and other advanced schools of decoration are having influence.

Narrower borders appear to be the tendency, and although more figured designs are being introduced into the backgrounds, they are in the very quiet two-tone all-over effects with very soft colors and narrow panels. In the panels and borders the softer colors seem to have continued favor, although for Winter decoration some bright touches will be popular, but not much bright color in one place. It takes very little of a vivid shade to stand out on a light colored background.

In the dining-room, living-room, library and halls the plain backgrounds will be generally of tans and darker shades, with soft effects favored and the introduction of the dark blue. Panels will be generally used.

In the bedrooms the two-tone lightly figured backgrounds will be popular in soft shades of grey, green, pink, jasper, etc. In the backgrounds there will be soft dimity and fabric weaves; chintz effects will also continue good. With the light-colored backgrounds a novelty is being introduced in a light tone stripe down the end of the roll, which detracts from the joining mark in the paper.

New Ceiling Effects.

The tendency in ceiling papers is taking a new trend, and the moire effects, which had such a long run, are being displaced. The ceiling papers will continue in light colors with white and cream for the usual backgrounds in bedrooms, but instead of the scroll patterns there will be small checks and squares, polka dots, and a variety of other designs on the unit idea.

Influence of Colonial Styles

WHEN reference is made to the influence of old colonial wallpapers in modern interior decoration those who have made a study of the subject will use a certain tone of respect. In some of the old colonial homes there are to be found samples of wall treatment which have proved a great influence in the taste which is generally displayed in interior decoration as contrasted with some of the almost atrocious effects of a generation or so ago. Not that there has been a general tendency to follow the designs of the colonial papers, but there are to be found in them an object lesson in what can be done in decorating the walls of the home which cannot fail to have its effect. Much the same has the influence been of the Oriental rug in emphasizing what it is possible to do in improving the appearance of the floor.

Keep Views Before Customers.

No one who has seen these fine old walls—and the influence of illustrations which have been published of them is nearly as good—can be content to put any old thing on the interior of the home. No better idea could be worked upon in the wallpaper department than to introduce reproductions of these walls to show to the customers. In wallpaper the salesman has much to do with the selection of the patron of the department if he could show in miniature some of the old colonial effects to back up his arguments as to the value of art in treating the walls it would be good business and make a splendid impression. Then the salesman himself from a study of these old papers and decorative effects will have a more dignified impression of the use and effect of wallpaper which he will unconsciously communicate to the customer.

A collection of postcard photographs, kept on the table in the showroom where the customer can see them; illustrations of fine old papers, such as appear from time to time in magazines, put in small frames, and photographic reproductions of choice pictorial effects, will give an atmosphere to the showroom, and are sure to prove good ammunition for salesmanship.

From Walls to Motion Pictures.

Recently one of the articles referred to has appeared in a motion picture publication in which a parallel is drawn between the pictorial representation of stories and scenes from fiction and from real life in the old-time wallpapers and the presentation of such stories in the motion picture films of to-day. It points out that the popularity of pictorial papers in the old days and of the motion pictures of to-day springs from the same natural delight in seeing action and scenes vividly portrayed. These unique wallpapers were in all varieties of designs and patterns, and depicted, as a rule, natural scenery, historical events and persons, scenes from mythology, foreign lands, etc. You might see the Bay of Naples in one room, the banks of the Seine in another, and a stag hunt in the Highlands of Scotland in another.

HABITS AND HAS BEENS.

Does the acknowledged failure ever reflect upon the fact that his failure becomes evident simultaneously with the admission of it, never before? No man is a failure who is up on his hind legs and fighting against fate, men or money, however one-sided the battle is. Even though he loses, he wins. A paradox? Quite so, but a truthful one, for the only enemy that can really defeat a man is himself, his inner consciousness. As long as his spirit is indomitable, as long as he has the desire, even the ability to punch is gone, he is still a may be, and it is nothing against him that he is a Has Been.

Get the habit—the habit of good cheer and game fighting. Bad habits of thoughts are as insiduous as those of the appetite, and they, and they alone, can keep a man a Has Been.

Western Crop Will Be Good

Conclusion Arrived at After Traversing the Prairie Provinces—Absence of Rain in Many Places Had Serious Effect—Little Hail This Year and an Early Harvest.

By Staff Correspondent, David Williams.

Edmonton, Alta., Aug. 10.—The crop situation in the West this season is quite varied.

From present appearances there will be a very large quantity of grain harvested but it is doubtful if upon the whole there will be as much in the aggregate as last year.

Judging from the most reliable sources of information, Manitoba will produce according to present indications a bumper crop. In Saskatchewan the situatoin is more mixed. In the northern parts of the province reports indicate an excellent crop also in the south-eastern section the large district south and east of Moose Jaw and Regina known as the Weyburn district. In the south-western part of the province the Maple Creek country, there is a wide section where from present indications the crop will be much below the average. The rainfall there has been very deficient and crops have suffered badly. The same conditions prevail to a great extent in the Kindersly section in the Goose Lake district.

In Alberta a similar situation prevails to that in Saskatchewan. The northern sections of the province promise well—in fact were never better. The south-western part from MacLeod to the Foot Hills is also good, and to all appearances an abundant harvest will be reaped. In the large section east of MacLeod—the Lethbridge country and as far north as Medicine Hat—the dry weather has seriously affected the crops.

In some of these sections late rains have improved conditions but were too long in coming to be of material value.

It must be borne in mind, however, that farming methods through a large part of the West have materially changed during the last two years and the failure of a crop does not mean to the farmers of the district where it occurs what it would have done a few years ago.

Mixed farming has largely taken the place of the all-grain methods formerly prevailing, and should there be a fair amount of moisture during the latter part of the season it will naturally help the farmers out.

Owing to the warm and comparatively dry weather the harvest in most sections will be earlier than usual. So far there has been an absence of hail storms except in a few isolated places, making the damage from this source very slight.

The question of outside help for harvesting the crop is being considered, and it is generally felt that owing to the shortness of the straw in many places, thus requiring less men to handle it, and taking into consideration the number of unemployed and partially employed around the towns and cities, there will not be the necessity of bringing the crowd of helpers from the Eastern provinces there was formerly. Taking the West as a whole the outlook is good.



EDUCATING AN EXPERT.

The representative of one of the largest Canadian manufacturers of heating goods tells an interesting story that illustrates the possibilities and opportunities for self-improvement that lie all about us.

This man was called upon to sell in conjunction with his own line, an article of American manufacture that covered a field that he was entirely ignorant of. He had several opportunities to see the man who was introducing the article here, and in the two days they were together he became a human interrogation point as he delved into the intricacies of the machine.

A short time afterwards, it became necessary for him to endeavor to sell this article to a man who is one of Canada's recognized heating experts, the author of several books on the subject, and a professor in the practice of it at one of our largest universities.

The young man approached him in fear and trembling as he thought of the professor's erudite learning and his own meagre preparation.

The result was a revelation. The great authority was astonishingly ignorant of a well-developed line of heating; the young man became the mentor and sold his goods. If the professor had been less self-satisfied, he would not have been placed in such a ridiculous position; if the young man had not been so thoroughly on the job, he would not have been placed in such an enviable one.

"One never knows, does one?"

Face the Situation with Courage and Confidence

In view of the events taking place in Europe which will constitute an epoch of perhaps unprecedented importance in history, we appeal strongly to all Canadian business men and all who hold securities or investments of any kind, to meet the present situation with calmness and confidence. Our first duty, at any cost, is to aid in Great Britain's sustenance and defence, and our next duty, not less important, is to keep the business of the Dominion moving as normally as possible.

"In the unprecedented and critical situation that exists," says Sir George Paish, in the London Statist, "we would make a special appeal to the patriotism as well as to the interest of the investing public.

"At such a time it is of the greatest importance that everyone should endeavor to act as if great events were not impending. Were confidence seriously disturbed business would come practically to an end, and our ability to face the difficulties that may be in front of us would be seriously impaired. Therefore, it is of vital importance that, as far as possible, the events that are now taking place should not interfere with the daily life and the daily work of the nation. Orders should be given, factories should be run, and everything should be arranged to maintain, as far as possible, the productive power and the income of the country.

"But for this to be accomplished the situation must be faced with courage and confidence on the part of everyone. Investors must continue to invest, bankers must continue to lend, the Stock Exchange must continue to deal, and everyone, according to his ability, must endeavor to work hard in order that individual incomes, and therefore the income of the whole nation, may be maintained at the highest possible level.

"A little over a century ago, when the nation was at war with Napoleon, its income was a very small one, being less than one-eighth of what it is at present, and in a comparatively short space of time the British people succeeded in raising about £1,000,000,000 of money for war purposes, and so great was their confidence and courage that at the end of the great war, which severely taxed their resources, they were stronger and wealthier than they had been at the beginning."

Junior Clerk's Page

SALESMANSHIP

"It is not only what a man says, but how he says it that counts." This was the keynote of an address on "Speech in Salesmanship," delivered lately in London, Eng., by Mr. Grenville Kleiser of Toronto, formerly instructor of public speaking at Yale University.

Mr. Kleiser said he would like to extend his subject so as to include thought and personality in salesmanship. One of the first things that impressed them about the personality of a man was his appearance, his clothes, linen, shoes, his face, his exterior. These things had a mental aspect, because a man's clothes were an expression of his taste, of his culture, and of his thought. Next to attire, he would put the man's manner, which would comprise such things as courtesy, adaptability, sociability, etc. If a man knew how to adjust his voice to particular environment or mood, that would be a point in his favor.

Good speaking in salesmanship was much the same as good speaking in public, though, perhaps, on a little smaller scale. It was not necessary to have the same volume of tone or breadth of treatment, but the essential qualities for good speaking in public were similar to those in successful salesmanship. Next there was personal magnetism, that which drew people to some men more than to others. Apart from the aspect of physical vigor, the real inner source of personal magnetism he believed to be personal power, described by such words as sincerity and integrity. He meant integrity of mind and heart, not in doing the honest thing merely, but in sympathy, goodwill, and a desire to render a service to others.

Business Man of the Future.

The real, vital work of the business man of the future he believed to be along mental lines. Every act was preceded by a thought, and that was where they must look for the real source of business success. He had made a list of fifty essential qualities for business success, and it seemed to him that if they could get at the cardinal qualities that produced business success, they would be able to proceed on scientific lines.

He had sent 1,000 circulars to successful leading business men in America and Great Britain, asking, "What do you consider the essential qualities a man should possess in order to achieve great business success?" The answers more than confirmed his list. Having read this list to the company, Mr. Kleiser said he hoped it would prove of practical use, and set them thinking. They should ask, "How do I stand in regard to each one of those fifty qualities?"

It might be said, "what has faith to do with business?" He replied, "If you remove faith from the business world there would be scenes on many of the Exchanges in London, New York, Paris and other cities that would beggar description. Faith is the foundation of business to-day, and it is a great personal assets that ought to be cultivated to the very highest degree."

Ten Important Qualities.

As to optimism, he said there were two kinds. The best was intelligent optimism, not that in which one folded one's hands and said, "everything will come all right." Ten important qualities were ambition, confidence, determination, efficiency, enthusiasm, faith, industry, initiative, integrity and vigor. It was important that business men should be constructive thinkers. Many men were pulling down as fast as they were building up. Hence 92 per cent. were failures in business, and 8 per cent. only were a success.

AN OUTSTANDING BRITISH WINDOW TRIM.

(Continued from page 35.)

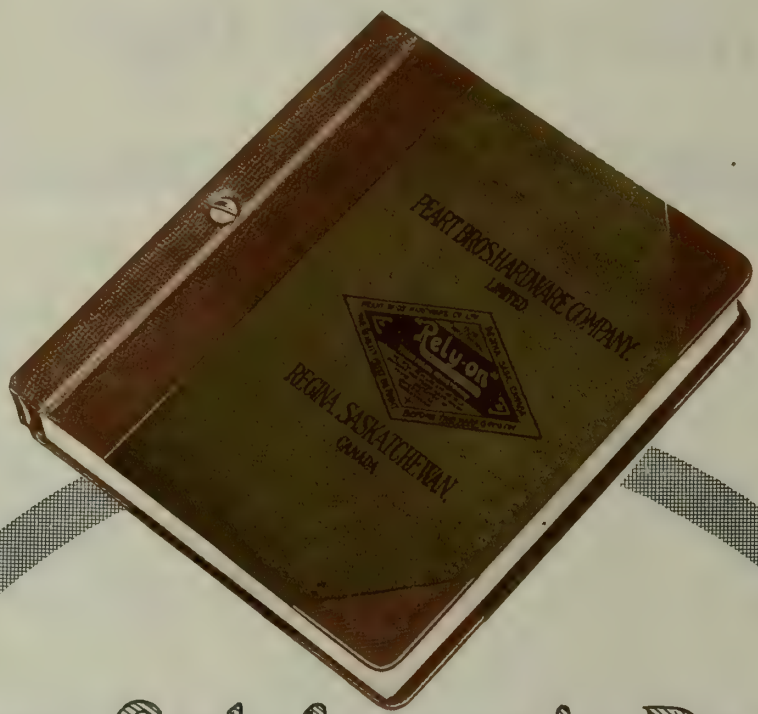
In the first place the hull was constructed with two six-foot cross-cut saws which were bent to the proper shape and bolted at the ends. Inside, the deck was cut to shape and the whole placed in a sea composed of sweeping powder. The funnels are sections of stove pipe painted gray and set at a realistic angle. The masts are two four-foot motor boat flag poles and the wireless equipment which is hanging between them was made with the aid of some fine wire and a couple of carpenter's lead pencils. The large guns which look ready to belch forth deadly shells are brass hose nozzles. The turrets in which they are installed are spools which are used for winding flexible wire rope. The smaller deck guns are pin castors resting on barn door rail brackets and beside them is set supplies of shells to represent ammunition. The bridge is a counter display rack which is sent out by one of the large firms with each dozen ice picks. The ventilators are hose nozzles with spray attachments and the deck rail is made with the use of brass standards and chain. At the fore a bicycle lamp represents a searchlight and a compass is placed about the location of the steering wheel.

MATERIALS IN BATTLESHIP.

Two cross-cut saws.
Quarter barrel sweeping powder.
Two sections stove pipe.
Can of paint, 15c.
Two motor boat flag poles.
Two carpenters' lead pencils.
Eight brass hose nozzles.
Twelve pin castors.
Wire rope spools.
Twelve barn door rail brackets.
Shell ammunition.
Counter display rack.
Brass standards and chain.
Nozzles with spray attachments.
Bicycle lamp and compass.

The patriotic effect is enhanced by the use of British, French and Canadian flags in the background and the whole display was one to attract the attention of the war-enthused crowds which filled the streets.

It is a question if a more realistic trim has ever appeared in a Montreal window at such a low expense and many were the compliments which were passed as to the ingenuity and good taste of the man who executed it.



Our Catalogue is Ready for Distribution

After over a year and a half of expert compiling, involving an expenditure of many thousand dollars, we have ready the ONLY COMPLETE GENERAL HARDWARE CATALOGUE EVER PUBLISHED BY A SASKATCHEWAN WHOLESALE HOUSE.

Peart Bros. Hardware Co., Ltd.

REGINA, SASKATCHEWAN

The Only Wholesale Hardware House situated within the one hundred thousand square miles of territory which our salesmen cover.



1st. To include everything a Western dealer requires.

2nd. To eliminate many pages of obsolete matter usually found in such catalogues.

3rd. To make it easy by fixed discount from all prices to get dealer's cost at a glance.

4th. To have this book a model of printer's art and loose-leaf bookbinding.

The publishing of a *Complete General Catalogue* in the *third year* of jobbing operations constitutes a *Canadian and, in fact, an American record for progress.*

Sent to bona-fide dealers upon receipt of coupon.

Peart Bros. Hardware Co., Ltd.
Regina, Saskatchewan

Gentlemen :—

Please send your catalogue

Name.....

Address.....

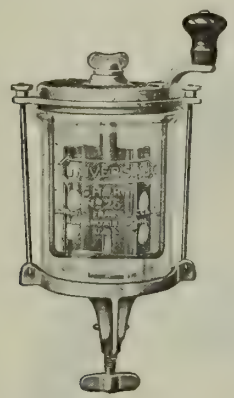
New Hardware Goods

Offered Canadian Hardwaremen

UNIVERSAL CHURN.

Landers, Frang & Clark, New Britain, Conn., offer the Canadian trade the new Universal No. 25 churn here illustrated.

The Universal churn is designed to make butter as quickly and with as little effort as possible. Its mechanism, though simple, is said to produce excellent results. The horizontal gears are located between the two covers where they cannot catch the fingers or sleeve. The paddles are large, permitting the full capacity of the jar to be churned, but easily turned by the geared handle.



New churn for quick butter-making.

The directions for operating are as follows:—To remove the paddles and glass jar for cleaning, loosen the two thumb nuts at the sides and take off the cover and paddles; the glass jar can then be lifted out. To take the two covers apart unscrew the central thumb-nut. The glass jar is regular in shape with the inside surface perfectly smooth making it easy to clean. The table clamp is large and strong, holding the churn securely. The metal parts are all heavily tinned insuring long wear without rusting.

Booklets fully describing the new product have been published and will be supplied on request.

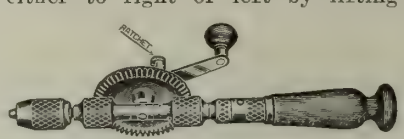
THE HOYT MAGNETOMETER.

It is said that one of the most difficult troubles to locate in a Ford car has always been magneto trouble. So elusive is a defect in the magneto that many times owners have continued to operate their cars when the magnets of their magnetos were so weak that proper ignition was almost impossible and there was consequently a needless consumption of gasoline, causing the motor to heat unduly and resulting in excessive carbon deposits, besides cutting down the power and speed.

The Hoyt Magnetometer, a new instrument which is being placed on the market by the Hoyt Electrical Instrument Works, Penacook, N. H. is designed expressly for use on the Model T, Ford car, which is equipped with the distinctive type magneto carried in the fly wheel. The magnetometer is intended to be connected permanently in circuit so that it will show the strength of the magneto at all times when running. The Ford car is said to be remarkable for its power and flexibility when all parts are at their highest efficiency, and it is the function of the Hoyt Magnetometer to make it possible to maintain efficiency of the ignition at all times. It is a rugged little instrument two inches in diameter and is designed to be fastened to the dash-board, and be connected permanently to the magneto.

RATCHET HAND DRILL NO. 306.

The Millers Falls Company, has recently added some attractive and ingenious drills to its variety of such articles. One of the new lines is drill No. 306, handsomely finished with stained hardwood, nickel, and distinctive painting of large gear. It is strong and correctly proportioned, with solid steel frame. The drill has a ratchet of new design which is very simple and effective, operating either to right or left by lifting and turning to the right or left respectively, the cap to a small boss on the crank handle. This is convenient in cramped places or when doing delicate work. The main handle is hollow and quickly detached, and holds twist drills up to the capacity of the chuck; namely, one-quarter inch. The gears are cut, small ones being of steel and almost totally enclosed as protection against dust and dirt. The small gears comprise a working one and an idler to equalize the outward thrust of large gear. The chuck contains three jaws operated by springs that are protected from injury and will not get out of order, and hold and center accurately, round shanks from 0-¼" in diameter. The length of entire tool is 12½ inches; without handle, 8 inches, and weight, 1½ lbs.



Hand drill showing new ratchet.

"BLUE BIRD" CLOTHES LINE REEL.

A new product called the "Blue Bird" clothes line reel, is being offered to the trade by the Perring Mfg. Co., Ravenswood, Chicago, Ill. The reel is equipped with a double 8-ply stout braided clothes line 36 ft. long, wound inside of a reannealed rust and dust proof steel cabinet, furnished with screws and hooks.

The "Blue Bird" can be fastened to wood work with an ordinary screw driver. When the line is to be used it can be drawn out by pulling on the ring at the end of the line hanging from the cabinet, and then carried to where the hooks have been put up. When the necessary length of line has been drawn out the reel can be locked with the rachet. This prevents the line unwinding.

To take down the line, unlock the ratchet, remove the line from the hooks and wind it up by turning the handle. The reel may be put up for right or left hand winding.

CATALOGUES AND BOOKLETS.

Disston Handbook.

Henry Disston & Sons, Philadelphia, Pat., and Toronto, Can., has issued the Disston Handbook containing a treatise on the construction of saws and how to keep them in order, together with other information of kindred character. The book consists of 85 pages, is neatly bound and attractively illustrated. Copies of the book will be mailed on request.

Current News

New Firms.

Oxbow, Sask.—W. A. Moir has opened a hardware store.

Kerrobert, Sask.—Roseid & Farley have started a plumbing business.

Dominion Incorporations.

J. Edward Ogden Co., Ltd., capitalized at $25,000, head office, Montreal, to manufacture and deal in iron, steel, manganese, copper, etc.

Business Changes

Morse, Sask.—McAllister Bros. have succeeded to the hardware business formerly carried on by M. Karlenzig.

Warner, Alta.—The hardware stock of J. P. Whitty has been purchased by E. G. Paddon.

Sad Drowning.

Port McNicholl, Ont.—A sad drowning took place here, resulting in the death of Della and Lloyd Soules, daughter and son of J. L. Soules, hardware merchant. Miss Edna Clarke, a friend of Miss Soules, was also drowned.

Accepts Advertising Managership.

Everett C. Whitmyre, who has been connected with the advertising department of the Burroughs Adding Machine Company for some time, has accepted a position as advertising manager with the Diamond Power Speciality of Detroit. Mr. Whitmyre will join the Diamond organization about September 1st.

Personals.

Among the hardwaremen noted in Montreal calling on the wholesale trade during the week were: Aime Lemieux, Henryville, Que.; Arthur Laberge, Chateauguay, Que.; J. B. Damour, St. Philomene, Que.; J. A. Paquin, St. Eustache, Que.; J. P. Lacroix, St. Lin, Que.; Nap. Larose, Verchere, Que., and Buzzell Brothers, Abbotsford, Que.

N.S. Steel Closes Partly

Halifax, N.S., Aug. 10.—President Harris of the Nova Scotia Steel Company announced to-night that as a result of the unprecedented financial situation created by the war it has been decided to close down a portion of the plant at Wabana mines, and the blast and open hearth furnaces at Sydney Mines have been temporarily stopped.

Business Changes.

Binscarth, Man.—Estate of A. Nixon has been sold to A. Hamilton.

Strathroy, Ont.—J. Robertson & Son, hardware, have sold out.

Renfrew, Ont.—T. S. Stewart, hardware merchant, has sold out to Wm. Moore.

Saskatoon, Sask.—The hardware stock of estate of A. Larmer has been sold to Houlding Bros.

Coaticook, Que.—O. G. G. Webster, junior partner, has taken over the business of W. C. Webster & Son, on account of the senior member's failing health. W. C. Webster had been in business at the same stand for forty years, and the firm of W. C. Webster & Son was established twenty years ago.

Exhibition To Go On.

Gossip that the Canadian National Exhibition this year might be postponed on account of the war in Europe, was given a vigorous and unequivocal denial at the offices of the Exhibition Association. In fact, the whole situation so far as this gossip goes is treated as a huge joke by the officials. "The only contingency that can possibly interfere with the holding of the Exhibition this year," said Joseph Oliver, president, in a semi-humorous vein, "is that the Germans may capture Toronto in the meantime, and then I don't know but what we might ask the Kaiser to officiate at the opening."

Apart from that, however, the entries in the various classes for which prizes are awarded are quite equal to those of last year. Unabated interest is shown in each department, and the management itself is encouraged by much voluntary support.

To Make Cleaning Products.

A new factory is being located in Hamilton for the manufacture of cleaning products for renovating wall decoration. The new concern is known as the Standard Cleaning Products, Limited. Capitalized at $100,000, a building has been rented at the corner of Augusta and Bailey streets and machinery is being installed to turn out 2,000 cans or 1½ tons of cleaning material a day. This material is a patented product of A. Teolis, who is president of the new concern. The company intend acquiring a site to build a factory of their own next year. This is said to be the first company in Canada to manufacture a material that in addition to ordinary painted surfaces such as walls, etc., will clean the most delicate varnishing, polishing, oil or water colored paintings and leaving same in perfect condition and nowise injured by the process. The company will distribute from this factory their product throughout Canada, also export to foreign countries. As soon as the United States patents are granted a branch factory will be established there to take care of the United States trade.

Annual Convention.

Thirty-six salesmen of F. E. Myers & Bros., manufacturers of pumps, sprays, hay-tools, ladders and many other lines at Ashland, Ohio, met recently at their annual convention at the head office of the firm. The convention lasted all week and two sessions were held each day.

At the opening meeting F. E. Myers outlined the purpose of the convention, the direction which the future discussions would take and summed up the results of the business for the past year and the future prospects.

He said that the volume of business was steadily increasing. In giving advice to the salesmen present Mr. Myers cautioned them against following beaten paths and not keeping up with the times and the demands of competition. The dealer must be reached and his confidence held through the quality of the goods and through the confidence inspired by the salesmen. A man to be a salesman in the present age must give up the old idea of telling his customer a funny story or treating him to a drink; he must be, above all, a broadened and cultured gentleman, who wins because of his sincerity and the faith which he inspires. One must be able to hold old customers and win over those of competitors as well.

Various entertainments were provided for the salesmen during the evenings of convention week.

FROM STOVE STORE TO GENERAL HARDWARE LINES.

(Continued from page 37.)

store is opened, the signs automatically lower. This, of course, attracts the attention of whoever has come in. The customer sees at once the location of the department where his business is to take him and proceeds to it at once. This is not the chief advantage of the device as I see it, however. The chief advantage is this. The customer has never seen that idea worked out in just that way before. It is something new and he is bound to remember it. It serves as a link between the store of W. S. Stearne and the memory of that customer. In all probability he will mention it to acquaintances. In other words that device is an advertisement for the store.

Featuring Kitchen Utensils.

At the outset I decided that it would pay me to make a strong bid for the trade in kitchen utensils. It was quite apparent that there would not be sufficient room on the main floor to make a really good showing of the stock. Now, making a good showing of kitchen utensils is half the battle to my mind. There is no use putting a table or two of stock into a crowded corner. Women like a chance to look over what is offered, to examine the various articles. If a sufficient assortment is laid out before them they will find many articles they need very badly that had never occured to them before. A good share of the business done in any up-to-date department is through demand created in this way.

Accordingly, I decided to turn the floor above into a show-room for household goods. It was a large, airy, bright room, approached by a straight and fairly broad stairway from the main floor. Thus it was particularly well suited for the showing of household supplies.

In order to show the smaller lines of utensils to best advantage, I designed a new kind of display rack, with triangular supports and ledges on four sides. As they are shown in the accompanying photographic view of the department, it will not be necessary to describe this rack. We have found the style very convenient in many ways. It is possible to display at least three times as much stock as on a table occupying the same space.

The amount of business done in kitchen and household goods carried in our upstairs department has been very satisfactory. This is due in no small degree to the fact that we have a separate department. When a customer has climbed to the first floor, she is certain to inspect the whole stock before leaving.

By putting the stock on the floor above at the outset we ran some danger of having the public overlook it, particularly as we were opening what was practically a new hardware store. However, we got over this by putting in a regular succession of window displays of kitchen utensils. These had the desired results and the public soon became acquainted with the fact that we had such a department. Once customers entered we had no difficulty in getting them to visit the floor above.

When the store was first opened my problem was to get people interested in the fact that we were carrying hardware as well as stoves. This was accomplished in two ways—newspaper advertising and window displays. For the first few weeks I used quarter-page space in both local papers three times a week. This space I used to advertise the fact that I had put in a stock of hardware.

I could trace immediate results from this publicity work. People came to the

(Continued on page 51.)

Exportation of Certain Goods Prohibited

A Proclamation Affecting Canadian Hardware Exporters

IN a special issue of the Canada Gazette a proclamation appears giving notice that the exportation of certain lines of goods is prohibited. As a number of the lines affected come under the heading of hardware we are publishing the following extracts from the proclamation:—

Whereas it is in and by section 291 of The Customs Act, chapter 48 of the Revised Statutes of Canada, 1906, enacted that the Governor in Council may, from time to time, prohibit the exportation or the carrying coastwise or by inland navigation, of arms, ammunition and gunpowder, military and naval stores, and any articles which the Governor in Council deems capable of being converted into or made useful in increasing the quantity of military or naval stores, provisions or any sort of victual which may be used as food by man;

And whereas it is in and by section 242 of the said Act further enacted that—If any goods, the exportation of carrying coastwise or by inland navigation of which is prohibited by this Act or by the Governor in Council under the authority of this Act, are exported, carried coastwise or by inland navigation, or water borne, or laden in any railway carriage, or other vehicle for the purpose of being so exported or carried, they shall be seized and forfeited;

And whereas our Governor-General in Council deems it necessary and in the public interest that the exportation from Canada be prohibited as in the manner hereinafter set forth:

Now Know Ye that We do these presents and by and with the advice of our Privy Council for Canada, until we shall see fit otherwise to declare that the exportation from Canada of the following articles to all foreign ports in Europe and on the Mediterranean and Black Sea with the exception of those of France, Russia (except the Baltic ports), Spain and Portugal be prohibited:

Aluminum; aluminum alloys, armor plating; armor quality castings and similar protective material; asbestos; cables, telegraph and telephone; articles of camp equipment; cannon and other ordnance, and parts thereof; carbolic acid; carriages and mountings for cannon and other ordnance and for machine guns, and parts thereof; coal, steam, large; compasses and parts thereof, including fittings, such as binnacles; cresol; engine and boiler packings; explosives of all kinds; fuel, manufactured; implements and apparatus designed exclusively for the manufacture of munitions of war, for the manufacture or repair of arms, or of war material for use on land and sea; India rubber-sheet, vulcanized; manganese; mercury; mica; mineral jellies; mines, and parts thereof; molybdenum; nitrocresol; nitrates of ammonium; nitrates of potassium; nitrates of sodium; nitratoluol; nitric acid; picric acid and its components; rangefinders and parts thereof; rope and steel wire and hawsers; saltpetre; sounding machines and gear; steam vessels, lighters and barges of all descriptions; sulphur; sulphuric acid; swords, bayonets and other arms not being firearms and parts thereof; tin; tinplates; torpedo tubes; torpedoes and parts thereof; tungsten; vanadium; four-wheeled wagons capable of carrying one ton and over; two-wheeled carts capable of carrying 15 cwt. and over; harness and saddlery of all kinds; brass wire for long spans 450 lbs. per miles; horse and pony shoes; materials for telegraphs; wireless telegraphs and telephones; fieldglasses and telephones; fieldglasses and telescopes; railway materials both fixed and rolling stock; men's marching and shooting boots; heliographs, portable forges; farriers', carpenters', wheelers' and saddlers' toods, and transport service sets; glycerine; alcohol as covering rectified spirits; uniform clothing and military equipment; accoutrements; walnut wood of scantling which can be made into rifle butts and foreends.

Of all which our loving subjects and all other whom these presents may concern, are hereby required to take notice and govern themselves accordingly.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The uneasiness and apprehension caused by the outbreak of war is gradually subsiding and there has been a settling in business conditions.

Business has been about normal. The usual summer quietness prevails and many travellers are on vacations.

Several advances have taken place in the prices of cutlery, skates, arms, ammunition, etc. Higher prices are noted for rope, solder, red lead, oakum, babbitt, antimony, spelter and tin has reached a record price. Many jobbers have advanced linseed oil prices this week. Only a fair volume of business is passing in building materials. The store trade is seasonably quiet, with prospects fairly good for fall business.

MONTREAL.

MONTREAL, Aug. 13.—There has been a settling in conditions since the first outbreak of the war. The influences which are being felt are of the immediate future, and there has been nothing felt in the way of a panicky sentiment on the part of the trade. In general hardware lines advances up to the present time have been few. Adjustments are in process, which will mean advances in the prices of practically all lines of imports from Germany and other countries of Europe, but these adjustments are not being made until there is an opportunity to fully study the situation and the possibilities of sources of supply to take the place of those which have been cut off.

Business has been about normal, with a quietness noted in the metal lines, and the wholesalers have not found it necessary to make any general curtailment of orders in relation to goods which are likely to run short with a continuance of the present conditions, although there would certainly be a disposition to do so if anything like a run was noted.

Higher prices are noted for tin, solder, red lead, oakum, and some other items; while there has been a general advance of 10 to 15 per cent. made on guns and other firearms of European and also of American make, and there has also been an increase in the prices of American ammunition. But these changes are only a forecast of what is to take place in the immediate future, which will affect practically everything imported from Europe, lines in which tin is a factor, steel materials, etc.

What is wanted to clear up the situation is a decisive naval engagement, although there is a feeling that the putting of the rates of exchange on a more reasonable business basis would have the effect of improving matters and inducing the shipping of British goods.

The importations of cutlery, fine tools, firearms and many other lines of highly manufactured goods from Europe are very heavy, but there are few that cannot be duplicated in other markets, and it is only a question of paying the price.

Metals

Tin continues as the feature of the metal market, and the price is soaring as high as 75c the pound, an increase of about 40c since the opening of the war. Up to the present there has been no general effect through the lines in which tin is a factor, but these changes are now in course of adjustment, and advances may be made at any time. Tinned iron has felt the effect, and the price has been advanced already.

Steel finds a very firm market, and new prices are expected from the mills in the course of a day or so for items listed under the head of iron and steel. Brass is firm, and should soon be quoted stronger. Copper is inclined to be a little weak on account of the interference with export business. Lead has felt the effects of the new conditions but little.

Babbitt, antimony, and solder have been feeling the effects of the changes. No. 1 babbitt has advanced from 23½c to 27c; No. 2, from 15c to 18c; No. 3, from 12c to 14c. Antimony is now being quoted at 15c to 16c a pound.

Tin is quoted up to 75c lb. Wire solder, 37½c; half-and-half, commercial, 36c; pure, 38½c; wiping solder, 37c—there are some lower quotations, but all are coming to the top level. Sheet zinc remains at $6.75 in casks; lead, $5.10; spelter, $6, and copper $15; ingot brass, red, 14c; yellow, 13c.

Tinned iron, 72 x 30 up to 24 gauge, case lots has been advanced to $9.25, an increase of $1. Oakum has been advanced $3.50 to $3.65, and red lead to $7.75.

Prices on some lines of brass goods, Canada plates, charcoal, tin plates, terne plates, tin boiler plates, black and galvanized sheets, tinners' trimmings and some other metal lines may be considered as in course of adjustment, with advances probable in the near future.

European Goods Higher.

Practically everything in the way of European imported hardware may be expected to advance from 10 to 15 per cent. at once. Guns have already been advanced, and the effect of this may be seen in the action of American manufacturers putting up their prices on firearms and ammunition. Cutlery will probably go up at once, and skates will likely be dearer.

Nail Screws, Rivets, etc.

Demand for nails is getting easier with the interruption to building programmes, and only a fair business is being done. Screws, rivets and burrs are unchanged, but it is expected that the advance in the price of tin will have some effect on the quotations for tinned rivets. The base for wire nails is $2.25 and $2.50 for cut nails, Montreal.

Rope and Binder Twine.

Changes are noted in the prices being quoted in the market for rope and for binder twine, while the same prices are being quoted, there are likely to be higher figures if shortages of raw material continue. However, in regard to the latter there is not much demand at this season, the stocks of the manufacturers having pretty well gone to the trade. Quotations: Pure Manila remains at 15c base; British Manila has gone up 1c to 12c; African hemp is up 1c to 12c; sisal remains at 10½c; and single and double

lath yarn also remain at the same figure, 9½c and 10¼c respectively. Russia deep sea line is off 1c to 19c; Russia tarred rope bolt is down to 17c, and jute rope has gone up a ½c to 11½c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves and Tinware.

Despite the big advance in the price of tin, there has as yet been no changes in the prices of tinware and graniteware, although these changes will have to come with a continuance of the high quotations for the raw material. There is a feeling in the trade that the high price is merely a matter of speculation, and that very little is being bought for manufacturing purposes at the present figure.

Quiet conditions continue in the stove business.

TORONTO.

TORONTO, Aug. 13.—Markets are steadying after the initial flurry caused by the war and the general tone is one of optimism based on the high prices the Canadian grains will bring. Some advances have occurred during the past week and a general readjustment of many lines is under way. Insurance and ocean freight rates are coming down to a more normal level. Jobbers and manufacturers are protecting their customers by conserving their stocks and discouraging any tendency toward speculative buying.

Advance in Metals.

Some metals still show the greatest advances of any hardware lines. Tin, quoted at from 53c to 60c lb. last week is now 70c and very hard to get at that. All solder lines have followed tin up, some having advanced as much as 6c this week after the 10c advance of last. Antimony has jumped from 8¾c to 25c lb. Ingot aluminum has advanced from 18½c up to 21c lb. Copper is firm at $14.50. Lead is firm and unchanged, but is the cause of considerable doubt as to its future trend. It is stated that the English Government has prohibited the exportation of tin, lead or antimony, in which case, even the resumption of shipping will bring no relief from that source. Spelter is quoted as much as twenty-five per cent. over the late price of $5.55 per cwt. by some but may be had at very close to the old price.

Other metals are as follows: Red ingot brass, 13c to 15c lb.; yellow ingot brass, 12c to 14c lb.; half and half solder, 41c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 21c lb.; acme solder, 36c lb.; easy wiping solder, 34c lb.; star extra, 38c lb.; wire solder, 38c lb.; tinker's bar, 39c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

These lines are unchanged. Nails are $2.25 base for wire and $2.70 base for cut, although some are being supplied at $2 base on old contracts. Blacked and tinned iron rivets are 75 per cent. off, iron burrs, 75 per cent., and copper rivets, with usual proportion of burrs, 35 and 12½ per cent. off, burrs, 30 and 12½ per cent. Flathead bright wood screws are 85, 10, 7½, 10 and 5 per cent. Roundhead bright wood are 80, 10, 7½, 10 and 5 per cent. These lines are quiet.

Cordage.

There have been no unexpected changes in cordage lines since the general raise of last week. The tendency appears to be to go still higher in most lines of jute and hemp, twine, etc. Rope is quoted as follows: Russian hemp, 16c lb. base; British manila, 12c lb. base; and African hemp, 12c lb. base.

Cutlery and Skates.

As intimated last week, cutlery and skate prices are now on the advance. The prices are based on current quotations which they exceed from five to fifteen per cent. at an average of ten. The tendency appears to be to go still higher. The list includes not only cutlery and skates, but practically all German and some English goods. The raise may not affect some lines that can be replaced locally and f rom the States.

Advance in Steel, Galv. Iron, Etc.

American steel has advanced $2 per ton as a result of the cutting off of the competition of the warring countries. Canadian steel is expected to follow. Canadian manufacturers are asking 25c per cwt. more for galvanized iron, but up to date the jobbers have not advanced their price to the retailer. Tin plates have advanced 50c the single or $1 the double box. Canada plates have advanced 5c. Tinned iron has advanced 1¾c so that it is now 10c a lb. The season in this last is well over, but the price has gone up owing to depleted stocks. The biggest sales usually occur from January 1 to June 1 for use in milk cans, cheese vats, etc.

LONDON.

LONDON, Aug. 13.—Trade is very good here this week considering conditions. Business was quiet during the Old Boys' reunion last week, but have improved considerably so far this week. Many of the retail merchants are buying their fall stock now of cutlery, glass and other lines that the war is effecting most. A serious shortage is expected soon on razors and pocket cutlery. The general feeling here about fall and winter business seems very cheerful.

All German and English cutlery has advanced 10 per cent.

All other lines of German and English goods, such as tools, etc., have advanced from 10 to 15 per cent.

Solder has advanced and is now quoted half and half, 40c per lb.

Glass is selling fast. No change yet but one expected daily.

Rope has advanced and the following quotations are in effect:

Sisal	11c lb. base
British manila	12c lb. base
African hemp	12c lb. base
Pure manila	15c lb. base

The following prices are quoted on packings:

Jute packing	10½c
Russia hemp packing	15½c
Italian hemp, No. 1	17½c
Italian hemp, No. 2	16½c

Linseed oil, as enclosed sheet, advance expected daily.

WINNIPEG.

WINNIPEG, Aug. 12.—It can hardly be said that the war has had any great effect yet on the hardware trade other than to cause advances in prices. Many jobbers have had import orders on the way, and there are many lines they are unable to buy locally, so that the retail merchant may feel the effects later on.

There are many lines on which new prices will be placed unless trade routes are soon established and things quieten down. Window glass is one of these.

Linseed oil is reported to have advanced 5c gallon, due to shortage in flax crop. Manila and African hemp rope are reported to have advanced 1c per lb.

Tin is Up.

Tin has soared away up, and solder has gone up with it. Solder was 25c before the war; it is now quoted at 35c, and is one of the few changes that jobbers can give some definite information on. Solder could not be bought at this price now, but it will likely drop slightly as the war progresses.

Jobbers state that pocket cutlery will be much dearer. Much of that sold in Canada and the United States comes from Germany. With this supply cut off, and the Sheffield cutlers at the war, it is hard to see where the supply will come from. When the Boer war was on, cutlery supplies were slow in coming in, Sheffield firms giving the excuse that their men were away fighting. Jobbers will be compelled to buy more English goods at higher prices. German horse clippers will be affected next spring; but that is looking far ahead.

Belting manufacturers have raised their prices to jobbers, but the latters' quotations are unchanged. The rubber

makers have also advised an advance in their goods, believed to be due to the war. Galvanized sheets have been advanced 10c per cwt., but jobbers have not yet made the change. Metal prices all round seem to be stiffening.

Zinc Not Obtainable.

A prominent firm of metal manufacturers state that sheet zinc prices have gone away out of sight, and that it cannot be bought for import at all. As zinc is an important item in the manufacture of galvanized iron, the advance in price of the latter can be understood. The price of paints using zinc oxide may also be affected. Ingot tin prices are up, being practically double what they were. Tin plates are up 50c a box from the American mills, and it is practically impossible to secure shipment from English mills.

Trail lead is firm, and English lead is hard to procure. This will naturally raise the price of lead pipe. Lead in oil has been raised ½c per lb., though paint manufacturers report that their prices as yet are unchanged.

Jobbers here are inclined to be conservative, believing that business will continue smoothly. Common prudence, they say, will be necessary, and there is no need for merchants to be alarmed. Collections during July were good, but fell off on the outbreak of hostilities. Quite a number of employees in wholesale houses here have offered themselves for service at the front, and some have already been accepted.

Sporting Goods.

New orders are not coming in for sporting goods, and will not until present supplies have been used up. Fall orders have nearly all been shipped. A few orders are coming in for loaded shells.

Threshing supplies have nearly all gone out, with only a few belated orders coming in for binder whips. Several merchants have telegraphed for supplies of endless belts, which is a sign that threshing has begun in some districts.

FROM STOVE STORE TO GENERAL HARDWARE LINES.

(Continued from page 48.)

store and purchased hardware lines which had been mentioned in my advertisements. The volume of business done at the start was larger than I could have expected had I merely waited for people to find out that a new hardware store had been opened.

The plan I followed with the store windows was to run a series of what might be termed exclusive displays. I never put more than one article into the window and thus was able to always show a good assortment. If I wanted to show aluminum kettles, I gave the whole window over to aluminum kettles. I quoted prices always in my displays and the windows were changed regularly.

Later I arranged with three other merchants doing business in the same block to put out a catalogue. The other three were a druggist, a jeweler and the proprietor of a hygienic dairy. This catalogue we filled with a quantity of valuable information such as the location of local fire alarm boxes, scales of weights and measures, money tables, postage rates and information about local lodges. Under each column of facts we put an advertisement.

The cost of the catalogue was not heavy despite the fact that we distributed them throughout the city. The results secured have been all that could be expected.

In conclusion, I may say that business came in satisfactory volume from the start and the transition from a stove store into a hardware and stove store was effected without any difficulty or long wait for business.

HOW TO ESTIMATE NET PROFIT.

Here are a few pointers from the National Association of Credit Men on estimating net profit:

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting it or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4. Charge depreciation on all goods carried over on which you may have to make a price because of change in style, damage, or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, lights, fuel, etc.

8. Charge all incidental expenses, such as drayage, postage, office supplies, livery or expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales and you will have the percentage which it has cost you to do business.

13. Take this percentage and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.

PAINT FOR THE NIOBE.

Ottawa, Ont., Aug. 11.—Brandram Henderson & Co., of Montreal, have made a patriotic gift to the Naval Department of 40,000 pounds of white lead to be used in connection with the fitting out of the Niobe. The department called for tenders, and the firm responded with this offer, which has been accepted. When the Niobe is placed in commission it will be placed at the disposal of the British Admiralty.

LIVE AND LEARN.

"Yes, he has a nice looking place, hasn't he?"

"Don't know where he got the experience to go on, I'm sure. He always appeared to be an ordinary sort of a young fellow, quiet but observant, you know. Come to think of it, I remember now. When he got his money he looked up the names of the most successful merchants and hardware men in the country, and wrote them and his trade journal and invited their assistance and advice in building his store and warehouses and in buying and placing his stock. Progressive, sure enough."

"What? Oh yes, I heard he did better than that last year."

"No, he is as unassuming as ever; more anxious to learn than to teach; always asking 'why,' 'how' and so forth.

"No, nothing wonderful about him. I don't know why he should have made such a big success. Just hit it right, I guess. So long."

It is stated on good authority that several of the largest Canadian stove manufacturers have engaged experts to prepare models for electric ranges, which they will shortly put on the market.

Getting the Good Will of the Painter*

The Astute Local Merchant Can Employ the Painter to Assist in Closing Paint Sales, If He Will. Study the Painter and Be in a Position to Fill His Needs in Helping Him You Help Yourself.

IF the painter is not the backbone of your paint and varnish trade, he should be. Figure out the probable amount of paint and varnish bought by individuals and the amount bought by painters, and you'll come to the conclusion that the painters' trade is worthy of intensive cultivation. True, you may claim that some painters are slow pay, but this is an obstacle that can be overcome, and on the other hand there are many painters, the very best, whose trade is most worth while, that are not slow pay.

If you want to handle a successful painter trade you must have a sufficient stock to fill their wants—that stands to reason. If you get a reputation for never having on hand a sufficient quantity of a color to do a job, you can't expect success. Study the painters' needs carefully, consult with them about carrying a stock of paints, varnishes and paint materials that will be most helpful to them. Find out what line most of them lean to—then handle that line and educate the rest of them to it. At the start, to get those who are skeptical about the line to try it, it might be wise to make some sort of guarantee. Tell the painter to use it, and if properly applied and results are not satisfactory, that you will make good. Thus you will eventually get all your painters strong for that line and demanding it, thus facilitating selling, whereas there would be considerable diffused effort if you carried half a dozen lines and were obliged to explain the relative merits of each every time a painter made a purchase. If your capital won't allow you to carry an unlimited variety of colors, study the needs and requirements of your town, the colors that people are favoring and put in an adequate supply of those colors, rather than a smattering supply of a number of colors, that wouldn't enable you to supply a sufficient quantity for a reasonable size job. If you confine your choice of colors to those prevailing in your town, you'll not go far wrong because in selecting a color scheme people largely imitate the color scheme of some other house they have seen in the town, thus the number of different colors used in the average town is largely limited to certain shades.

Next to carrying a sufficient size stock, the next most important thing in building a big painter trade is in allowing a reasonable discount. Almost every painter knows that he can get a certain discount direct from a manufacturer if he wishes to tie up the money and go to the risk of carrying his own stock, and it's up to you to meet the painter half way. You perform a distinct service to the painter, who is often a man of limited capital, by carrying a stock for him, tying your money up in this stock, assuming the risk of dead stock and fire loss, and the painter knows it; but if you make your prices such that they offset these conveniences you will fall short of success—and success with the painter trade is worth while, for while the percentage of profit may be small, sales are brisk, turnovers quick and gross profits large.

The matter of slow pay can be largely overcome in the matter of discounts. Allow an attractive discount for cash within a certain reasonable time. Also, you might charge interest on all accounts not paid within a certain time, explaining to your painters just why this is necessary—that you must have the ready cash to run your business and that you would be entitled to certain interest on your money elsewhere. If you make this an ironclad policy and have it understood that this is the course that will be followed, you will do considerable to overcome slow pay. A plan that has been followed with success is to sell all orders for paint direct to the property owner, allowing the painters a certain discount on all orders. This is a cooperative measure that requires a dealer to be very close to his painters to put across, but if the discount is sufficiently attractive and the policy is to allow the discount only when paint is sold direct to the property owner, if it can be made to work well.

Usually the painter is not a good business man and any help you give him here in helping him devise systems for running his business or getting trade will be appreciated if not gone about in a way to create a resentive feeling that you are trying to run his business for him.

Help them with their letters to property owners, etc. Get a good variety of sample panels for every painter worth while from the manufacturer whose line you carry, to help them in soliciting business. Some paint dealers have tied the painters up to them by organizing them into a club and allowing them the use of a back room in the store for weekly or monthly meetings. A large southern jobber has monthly "smoker" meetings for his painter customers at which representatives of the manufacturers whose wares he handles give educational lectures on the manufacture, properties and proper use of their line. Many of these lectures are illustrated by means of stereopticon slides or educational exhibits of materials. The meetings are well advertised by means of preliminary announcements mailed to every painter in town, and as the average painter seems to be a man who is anxious to learn, the meetings are well attended.

The average dealer has a good chance to help his painter customers without harming himself in his advertising. Have an honor roll of painters, painters who trade with you and whose work you can recommend. Print this in a slip or folder with a little talk about having painting done and the quality of work done by the painters on your list. Enclose one of these slips with every letter which you send to property owners. Have a large cardboard sign lettered of this honor roll and place it conspicuously in your store in connection with your paint department. Work it into your window trims and into your newspaper advertising. Take orders for painting at your store, turning the tips over to your painter customers, being sure not to show any partiality, but dividing the business among them all. Play up the point that you take orders for painting strong, in all your advertising. Even soliciting orders by personal canvassing and turning them over to painter customers has been found to pay by some live dealers.

Getting the good will of the painter is a simple matter if gone about in the right way. It means keeping at it, not getting discouraged if at first things don't come along as well as you'd like, but a persistent adherence to right methods of winning the painters, will eventually bring them to you and you will not regret the energy that you have put into it.

* Reprinted from Paint and Varnish Record.

MARTIN-SENOUR
PAINTS AND VARNISHES



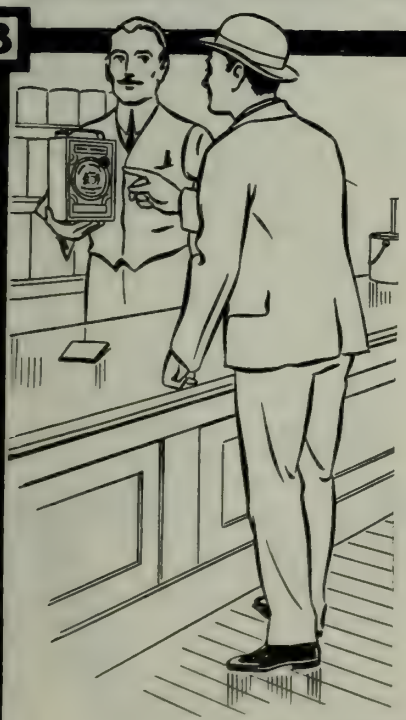
MARTIN-SENOUR PAINTS AND VARNISHES ARE IN DEMAND BY DEALERS WHO WANT TO GIVE THEIR CUSTOMERS THE BEST VALUE AND GREATEST SATISFACTION IN GOODS SOLD, AND THEREBY PROFIT BY CONTINUED PATRONAGE AND THE BUILDING UP OF THEIR BUSINESS.

100% PURE PAINT

Make Purity Your Standard

A SURE GUARANTEE OF HIGHEST QUALITY

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LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



Guarantee Your Customers Satisfaction

Varnish users know that Berry Brothers' Varnishes represent the utmost in honest, lasting varnish value.

Berry Brothers' Varnishes have been the varnish standard of first quality for over 56 years.

Experienced Berry Brothers chemists personally supervise every detail in the process of making every Berry Brothers product that it may not deviate in the slightest from the high standard of quality they have made famous the world over.

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Send for our co-operative dealer proposition to-day. Be the Quality dealer—the "Berry" dealer in your city from now on.

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Branches in Principal Cities of the world

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONT.



Weekly Paint Markets

MONTREAL.

MONTREAL, Aug. 13.—The market for paints continues very unsettled with war conditions prevailing. As a general basis it might be taken that prices for booking orders have been practically withdrawn by the trade although it would not appear that there has been concerted action, and with fluctuations coming so quickly the conditions so far as the individual buyer is concerned may be found to refer more to the firm with which he is dealing than the market in general. At that there have been few price changes up to the present time and orders for immediate delivery, so far as most of the staples are concerned, are being taken on the old basis with the paint men keeping a close eye on the accounts and maintaining a conservative reserve with regard to orders accepted which must be kept in proportion to previous business. Business has been generally satisfactory since the declaration of war and there does not appear to be any great pessimism as to the future, particularly as the higher prices for cereals should help the country trade. Building programs may be curtailed but one manufacturer points out that there are certain industries which will benefit from war needs.

Linseed Oil.

The linseed oil market is still the point in the trade where the great uncertainty prevails and there is much scope for speculation as to the future. The spot quotations this week as given by the refiners are 66c and 69c, which is 4c above the level of a week ago, but there is a big difference in the prices which are being charged by the jobbers. Hardware and Metal made inquiry in several sources and got one price as low as 61c and 64c; another price of 62c which it was stated would be advanced as soon as figures on cost were compiled and two other quotations were on the base of 69c and 72c—and the latter would appear to be the more reasonable in view of the spot quotations by the refiners. In this market orders are being accepted for immediate delivery at the market and there is practically nothing being done in the booking.

White Lead.

White lead is being sold on the old basis for immediate delivery, but orders are being somewhat curtailed. For booking there are no quotations. If a buyer to-day placed an order for five tons he could get it at the old price if delivered at once; if he wanted one ton delivered and two tons two weeks from now he would have to take the chance of the market in the meantime and pay the price ruling when delivery is made. Small quantities, $8.40; ton lots, $8.20.

Glass and Putty.

Despite rapid advances which have been made in the glass market quotations are holding on the old basis for immediate delivery on orders within reasonable bounds. The statement is made in the trade that higher prices are bound to come, for if the war were to be stopped at once it would take two or three months for the import business to regain its balance.

Turpentine.

If the war had any effect on turpentine it might be to cause an easing off in the market, as America is an exporting country with regard to this commodity. For the present prices are unchanged:

1 barrel ..... 67c gal.
5 barrels ..... 66c gal.

Whiting and Colors.

More vitally than in any other department has the war affected the market for whiting and it has been practically withdrawn. Those holding stocks report that they have no more on hand than they require for their own needs and quotations have been cancelled.

TORONTO.

TORONTO, Aug. 13.—Paint sales are quiet, but there promises to be a readjustment of prices in most of the articles that go into paint use. Some of the raw products have already advanced, but without as yet having caused the finished product to go up in sympathy. Oil shows another advance. Prices of some firms in dry colors are being withheld. A small amount of speculation is occurring. Some prices lack decision, and there is considerable variance between some of those offered. Many of the advances have occurred in lines for which there is no present demand in order to discourage speculation and protect the holders of the stock.

Turpentine.

Turpentine is unchanged at 69c for two to four-barrel lots, and 70c for singles, but in some quarters may be purchased for less. Demand is quiet, and there is small activity at producing centres, where efforts are being made to curtail production. Unless this is done, it is stated that the price may weaken through lack of a market, as exporting has been discontinued.

Advance in Linseed Oil

Linseed oil has advanced another 3 cents. It is now as follows:—

	Raw.	Boiled.
Single barrels	69c	72c
3 to 5 „	68c	71c
6 to 9 „	67c	70c

These prices are firm as a result of a light flax harvest, and in spite of a small demand owing to the cessation of small builders' operations and other causes.

White Lead, Paris Green, Etc.

Prices are unchanged as per current quotations in these lines. The best of the Paris green demand has passed. White lead is firm, and some dealers look for an advance

Glass and Whiting.

In addition to the Belgian glass being cut off, it is reported that one of the large sources of supply in the States has also been closed down.

Stocks throughout the country are heavy and demand light, but the price is firm, as per current quotations

Dry Colors, Paints, Etc.

Prices are unchanged, as per current quotations, wherever offered. Dry color prices are being withheld, and manufacturers are not offering their goods. Dry zinc., lithicombe, barytes, chalk, dry white lead and other imported dry colors have been affected by the war, and show a tendency to advance. Ready mix sales are very quiet, except in isolated cases of speculators buying at the market and playing for an advance.

Genuine red lead has advanced 75c per cwt., making it $6.38 a cwt. cask.

Advance in Shellac.

Ground white shellac has advanced to 32c. lb. here. Other varieties have advanced in varying amounts to as much as 8c lb., but no one is trying to sell at this, and demand is quiet. The prices appear to be a protection play.

The Attraction of Reputation



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 21c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25
Copper tubing, 4c extra.	
Ingot, Red, lb.	0 14 0 13
Ingot, Yellow, lb...	0 13 0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire Brick, English..17 00	21 00
Fire brick, Am., low..23 00	25 00
Fire brick, Am., high.27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am. net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.	
Roofing cement (in bbls)..	0 17	
Cement (in 5 and 10 gals.).	0 19	
Cement (in 2 gals.).....	0 25	
Cement (in 1 gal.).....	0 30	

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).	
Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.	Per case.
Soclean Sweeping.	
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.	Montreal	Toronto
Casting ingot $15 50		$14 15
bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base.	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets..	2 75	2 90
All bright, 52 sheets.	3 85	3 90

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—		
I C, 14x20 base....	....	5 00
I X, 14x20 base....	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 b.	....	9 50
"Allaway's Best" Standard Quality.		
I C, 14x20 base....	....	4 65
I X, 14x20 base....	....	5 65
I X X, 14x20 base	....	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	....	7 40
I X, Terne Tin....	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—		
I C, 14x20 base...	....	4 50
20x28, double box	....	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

JAMIESON'S Paints and Varnishes



will put you on the track to a successful paint business. Our prices allow you to make a good profit and the quality is so good that it will satisfy your most exacting customers. Will you write for our agency proposition?

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11



O' your deserts speak loud: and I should wrong it,
To lock it in the wards of covert bosom,
When it deserves with characters of brass
A forted residence 'gainst the tooth of time.
—"Measure for Measure."

Good Goods are deserving of all praise just as much as good qualities in individuals.

There is One Indisputable Fact

about the goods we manufacture—they are full of Quality, and their deserts speak loud. When you want the best in quality and service get our prices. We have

EVERYTHING IN METALS

One Thing is Certain: Time Adds to Our Reputation for Manufacturing **BABBITT METALS THAT GIVE EXCELLENT SERVICE**

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO** Branch Factories: **WINNIPEG, MONTREAL**

We have a full line of Plumbers' Supplies

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¾
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE	Montreal	Toronto
Single bbls., per bbl.	0 21	0 18½
Bbls.		18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50
Horsehair, 35 to 38c lb.	

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago held back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Trinlex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard. J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch...	0 05½
1 7-16 to 3 inch...	0 65

Montreal 40%. Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 00
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	5 20
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS.	Per doz.	Rabone's.
1369x12, Boxwood		4 90
1626x9, Walnut pointed		4 50
1628x12, Rosewood		7 50
104x24, Triple stock (net).		21 00
104x27, Triple stock (net).		22 00
104x30, Triple stock (net).		23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

Round, re-acting, per doz.	81 25
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

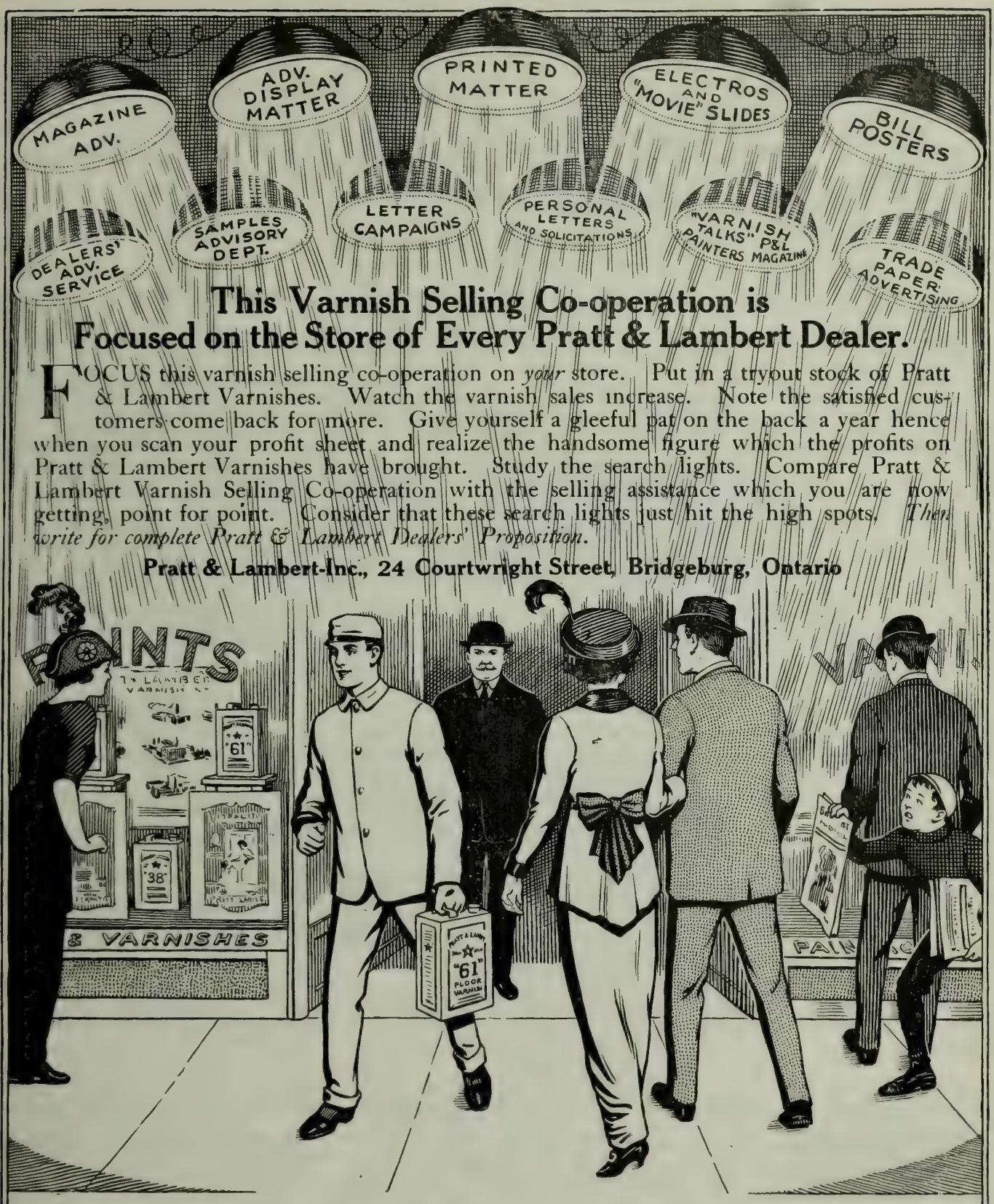
20 per cent. discount.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75


MAGAZINE ADV.
ADV. DISPLAY MATTER
PRINTED MATTER
ELECTROS AND "MOVIE" SLIDES
BILL POSTERS
DEALERS' ADV. SERVICE
SAMPLES ADVISORY DEPT.
LETTER CAMPAIGNS
PERSONAL LETTERS AND SOLICITATIONS
"VARNISH TALKS" P&L PAINTERS MAGAZINE
TRADE PAPER ADVERTISING
This Varnish Selling Co-operation is Focused on the Store of Every Pratt & Lambert Dealer.
FOCUS this varnish selling co-operation on *your* store. Put in a tryout stock of Pratt & Lambert Varnishes. Watch the varnish sales increase. Note the satisfied customers come back for more. Give yourself a gleeful pat on the back a year hence when you scan your profit sheet and realize the handsome figure which the profits on Pratt & Lambert Varnishes have brought. Study the search lights. Compare Pratt & Lambert Varnish Selling Co-operation with the selling assistance which you are now getting, point for point. Consider that these search lights just hit the high spots. *Then write for complete Pratt & Lambert Dealers' Proposition.*
Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario
"61"
"38"
& VARNISHES
"61" FLOOR VARNISH
Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats
Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz..	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.

Tea lead, chest, 3 to 4c lb.

Lead (heavy, pipe, etc.), 3 to 4c

Brass, heavy, 8 to 9c lb.

Brass, light, 7 to 8c lb.

Zinc, heavy, 3 to 4c lb.

Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks	0 16¼	0 17¾
250-lb. casks	0 16¼	0 18
100-lb. drums	0 11¼	0 17½ 0 19
50-lb. drums	0 11¼	0 17½ 0 19
25-lb. drums	0 11¼	0 17¾ 0 19¼
1-lb. pack	0 13¼	0 19¾ 0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins	0 14¼	0 20¾ 0 22¼
½-lb. tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, p. box.	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 00
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapweld.

2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	33 02	45 72
5 inch	38 48	53 28
6 inch	49 92	69 12
7 inch	70 21	96 39
8 inch, 25 lbs.	73 75	101 25
8 in., 28-lb.	84 96	116 84
9 inch	101 80	139 70
10 inch, 32-lb.	94 40	129 60
10 inch, 40-lb.	121 54	166 86
12 inch	157 56	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)

Lead pipe, 7½c! 7½p.c. off.

Lead waste pape, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40%.

Harold hrdlu mfw m mmmm Galvanized, 40%.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

	Per roll.
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 12
African hemp base	0 12
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 16
Russia deep sea line	0 20
Russia tarred bolt rope	0 18½
Russia tarred ratline	0 17½
Jute rope	0 12
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, net prices, new list.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	

Sell More Paint

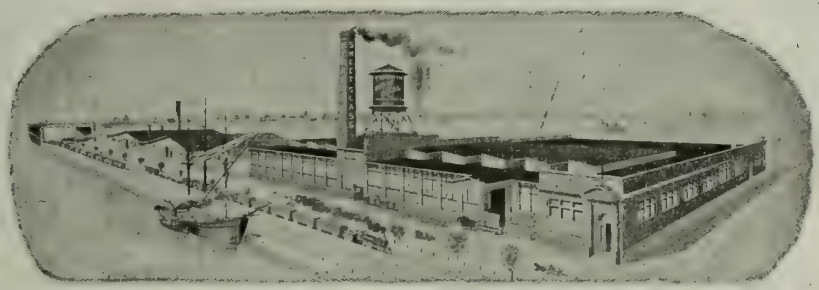
The more paint you sell the more money you make—perhaps. Satisfaction must go with every can or the sale may cost you a customer.

Sell Moore's Paint

The more Moore's paint you sell the more money you make—positively. It's satisfaction through and through and the price to you is low.

Benjamin Moore & Co., Ltd., West Toronto. (The folks that make "Muresco")

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

WRITE FOR CATALOG.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

O.H. bright, 80, 10, 7½, 10 p.c.
10 per cent. off list.

Wood, F.H., brass.	75 10	7½	10
Wood, R.H., brass.	70 10	7½	10
Wood, F.H., bronze	70 10	5	10
Wood, R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and		05
Hexagon cap			45
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75
Western Red End (3 doz. to box), per box	0 85
Diamond, per box	1 00
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.

Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20	3 65	3 75	3 95
22-24	3 85	3 95	4 15
26	4 10	4 20	4 40
28	4 35	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar	....	0 39
Wire solder, lb.	0 23½	0 36
Bar half-and-half, guaranteed	0 22½	0 41
Half-and-half, not guaranteed	0 21½	0 21½

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 36
Commercial	0 33
Easy	0 34
Star Extra	0 38

Strictly standard wiping 38c.

SPELTER.

Foreign, per 100 lbs. 6 00 5 55

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.

Univ. japd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1,000	$5 00
Painted wall ties, per 1,000	5 00

TIN.	Montreal.	Toronto.
Tin, per lb.	37½	53

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.

Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

TROWELS.

Disston's, 10 per cent.

TWINE (Binder).

650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.	....	10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.

Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

Be sure to specify

"Black Cat" Batteries

because these NINE LIVES goods give a maximum of satisfaction—and bring you a big profit.



They cost the consumer less because they last longer. Their value is quickly recognized as exceptionally good with a result that you'll command the trade of the most battery users in your vicinity.

TRADE MARK



NINE LIVES

Black Cat Batteries are sold under a satisfaction or money back guarantee.

Sell them! Write for full particulars.

CANADIAN CARBON COMPANY, Ltd.

96 West King St., TORONTO

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.

Canada Wire & Iron Goods Co.
HAMILTON, Ont



Red Devil Tools

Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....0	14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue. ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90 10	00	10 70
91 to 95 11	00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ...$8	90	$8 65
"Anchor," pure 8	40	8 55
Brandram's B.B. Genuine 9	40	9 55
C.P. Co. decorat's. pu. 8	40	8 55
Crown and Anchor, pure 8	40	8 55
Essex. Gen. (Windsor)		8 15
Island City Decorator's pure 8	40	8 65
Lily Pure 8	40	8 55
Decor'or's Pure (Wng)		8 35
Moore's Pure White Lead		8 55
Painter's Perfect		7 85
Lowe Bros'. White. H.S.		8 55
Monarch (Windsor)		8 65
Purity C.O. Co.'s. Ltd.		8 05
Ramsay's Pure Lead 8	40	8 55
Ramsay's Exterior ... 7	90	8 30
Sterling Pure		8 45
Tiger Pure 8	40	8 35
"James Genuine"		9 65
Stephens' H. P. P. (Winnipeg)		8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 38
Genuine, 100-pound kegs, per cwt. ...	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$17	50
2 lb. pkgs., per 100 lbs... 15	00
5 lb. pkgs., per -00 lbs... 12	00
25 lb. pkgs., per 100 lbs... 11	00
100 lb. pkgs., per 100 lbs... 9	75
200 lb. kegs, per 100 lbs... 9	60
300 lb. pkgs., per 100 lbs... 9	50
600 lb. casks, per 100 lbsfl. 9	00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 69
3 to 5 bbls.	0 61	0 68
6 to 9 bbls.	0 60	0 67

LINSEED, BOILED.

Single bbls.	0 65	0 72
3 to 5 bbls.....	0 64	0 71
6 to 9 bbls.....	0 63	0 70

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS. PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard	Montreal	Toronto
Bulk, in casks	2 30	2 40	
Bulk, 100-lb. drums.	2 50	2 60	
Bulk, 25-lb. drums ..	2 60	2 70	
Bladders, in bbls....	2 80	2 90	

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls..	0 67	0 70
2 to 4 bbls.....	0 66	0 69

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30

WHITING.

Plain, in bbls.	0 75
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 05½
Pure in Darmar Varnish.	0 19½

The Fall is the most satisfactory season in which to do outside painting.

The summer rains are over and weather conditions are usually ideal. Every Canada Paint Co. agent and dealer can do a good business in paints and varnishes in the months of September and October by the use of good advertising in the local papers.

The Canada Paint Co. have prepared a series of newspaper ads, electros of which will be furnished free of charge to dealers and agents. We pay the express charges.

These electros are only a part of our extensive fall advertising campaign which is prepared to help the retailer make September and October the banner months of the year.

See that your stock is complete.—Don't be handicapped by a late start; write now for particulars.

Drop a post card immediately asking for proofs of the special ads, size 6-ins. single and 6-ins. double column, only requiring the newspaper to set your business card at the bottom. State what C. P. products you wish to advertise, and complete proofs will be sent. Get these ads running in the paper while business conditions are at their best.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP TRADE MARK

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.

$4 per 100 lbs.

BAR IRON.

Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting, 66 2-3 p.c. off the list.

No. 1, 66 2-3 p.c. off the list.

Standard, 60 and 10% off list.

The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p.c.

Wood, tackle, common, 60 p.c.

BOLTS.

Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.

No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz. $2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.

7½c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½ p.c.

Nicholson's, 65 per cent.

FIXTURES.

Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Premier Motor, in steel bbls., 21c per gal.; $3.45 per cs.; Queen gasoline, 26c per gal.; $3.95 per case; Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).

25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES.

Light T and strap, 60 per cent.

Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.

Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.

Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, $1.20.

IRON BAND.

1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set.....	0 95
Mrs. Pott's No. 50, set.....	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz...	7 25

LEAD PIPE.

$7 coil; less coil, $7.50 cwt.

LEAD WASTE.

$7.50 per cwt.

LINSEED OIL.

Raw, per gal., 68c.; boiled, per gal., 71c.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45 per cent.

MATTOCKS.

Pick, $5.75; cutter, $5.75.

NAILS.

Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 52½ per cent.

NUTS.

Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Gal.- Tin.	vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.

Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½c small lots and cases.

PICKS.

Clay, 6-7, $4.50 per dozen.

PIPE, IRON.

¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.

Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.

Paris, per bbl., $3.25.

PLATES, CANADA.

Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.

Landslide plow, ⅛x14 in., $1.75 per dozen.

PUTTY.

Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.

Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.

Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.

Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, $7.75.

Grass, $6 to $7.50.

SHOT.

Soft, $2.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.

Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.

Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.

Per pound, 25 cents.

SPIKES.

Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.

Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.

Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish	2 20	
Pure orange shellac varnish	2 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, $9.15 per cwt.

WIRE BARB

Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.

$2.90 base.

Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½c per lb

AIR-O-LITE GASOLINE READING LAMPS

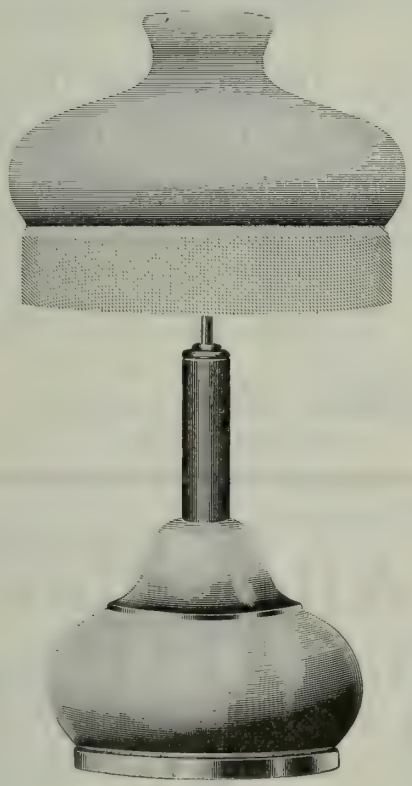
HAVE YOUR STOCK ON HAND EARLY

An Air-o-Lite Lamp outside of the mantles, glassware, and handle is made of solid brass and steel, so that with careful usage it should last a lifetime. The bowl is heavily nickel-plated and subjected to a test of 100 lbs. air pressure. It uses the Junior or Baby Rag mantle.



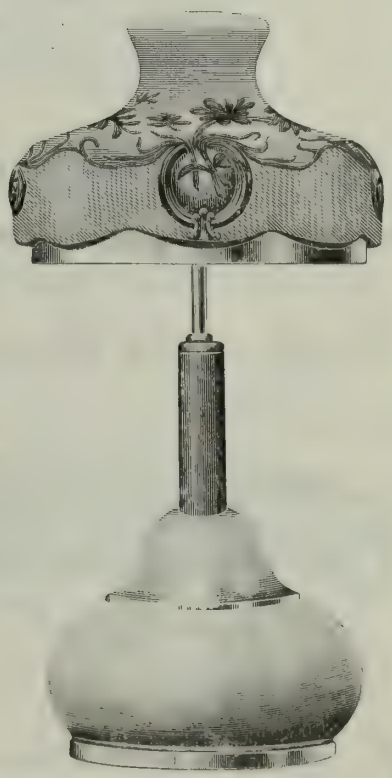
No. 307.

Fitted with plain opal shade 10 inches in diameter. Can be used as hanging lamp by placing eye bolt supplied with lamp above heat deflector. Fount is 7 inches in diameter. We have also plain green shades for this lamp.



No. 317.

Fitted with a 10-inch roughed glass shade with a 4-inch crystal bead fringe. Not recommended as a hanging lamp, there being no heat deflector. Fount is 8 inches in diameter with a 7-inch base.



No. 318.

Fitted with a 10-inch fancy shade, but has no fringe. Not recommended as a hanging lamp, there being no heat deflector. Fount is 8 inches in diameter with a 7-inch base.

Each Air-o-lite Lamp comes packed with shade, ready for shipment and is supplied with a pump, wrench for igniting purposes, alcohol bottle with clip for fastening bottle to wall, lighting torch, small gas tip cleaning pick and set of full directions. Approximate shipping weight 10 lbs.

MAIL ORDERS SOLICITED

MILLER-MORSE HARDWARE CO LIMITED

"THE BIG WINNIPEG HOUSE"



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

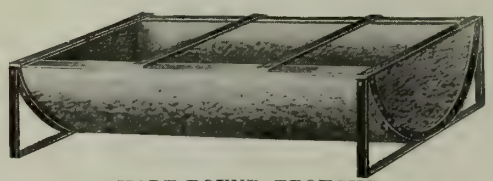
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A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

Sell Heller-Aller Goods

They pay good profits, and the quality insures satisfaction



HALF-ROUND TROUGHS

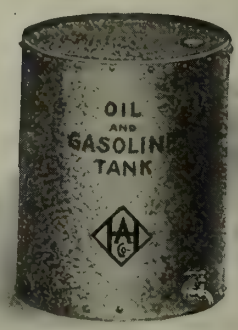
These tanks have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.

Our oil and gasoline tanks are made of galvanized steel, and they will stand a lot of hard usage.

Screw caps opening on top to fill up by and a faucet in the side near the bottom to draw off contents. Prevents loss by vibration.

Our tank catalog will give you full information on these and many other styles of tanks. **Write for it.**

The Heller-Aller Co., Windsor, Ont.



OIL AND GASOLINE TANKS

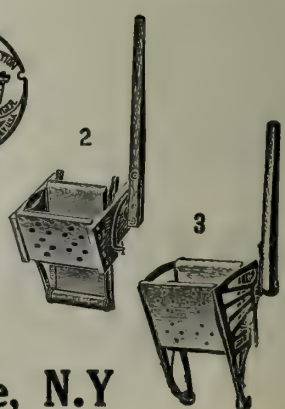
THE WHITE MOP WRINGER

always bears this trade-mark

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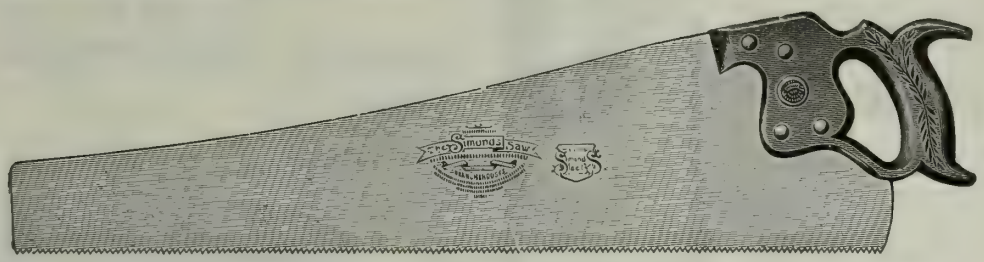
Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y

SIMONDS SAWS

Best for Dealer and Carpenter



Carpenters in Canada want saws that will cut easy, and remain sharp a long time. Good steel gives these qualities to a saw. Simonds Saws are made of Simonds Steel and are absolutely guaranteed.

Dealers want a fair profit. Prices are established on Simonds Saws which give this profit. Place your order with your Jobber, or write us for catalog and discounts.

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STAR BRAND SOLES

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

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Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

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R. McDougall Co., LIMITED

GALT, CANADA



Add to Your Profits

By selling this CUTTER THAT CUTS—this New Tool.

Greyhound Glass Cutter No. 300

stands alone in quality, at the price asked for it. It squarely meets the demand for an inexpensive, yet reliable Glass Cutter and is a sure seller. It is a tool we guarantee and that will give good service—better service than many much higher-priced tools give.

Popular articles are profitable, and this has the popular combination of high quality and low price.

Ask us about it and also for a copy of our New Dealers Catalogue, showing the complete Millers Falls Line.

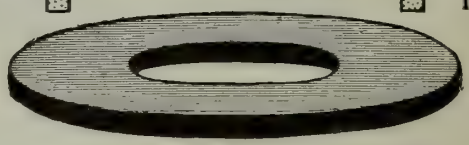


MILLERS FALLS CO.
Millers Falls, Mass.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
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OF QUALITY

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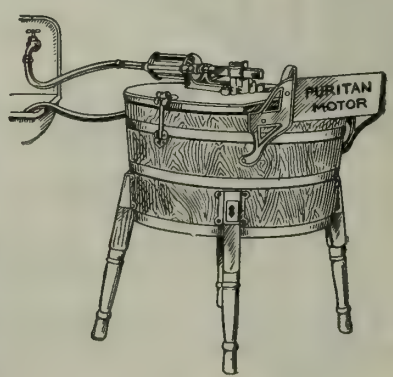
BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

Sell Your Customers The MAXWELL "Puritan" Motor Washer!



A PERFECT and complete self - washer which runs by water power from the ordinary pressure obtained from the faucet. Requires no attention and does the work in a fraction of time required by any other method. Simple and easy to operate. No delicate parts to break or get out of order.

MAXWELL'S "PURITAN"

Motor is of the reciprocating type—the most reliable and satisfactory of all styles of water motors. Valves built to resist action of grit or sand. Write to-day for Catalogue.

MAXWELLS LTD. - St. Mary's, Ont.

TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

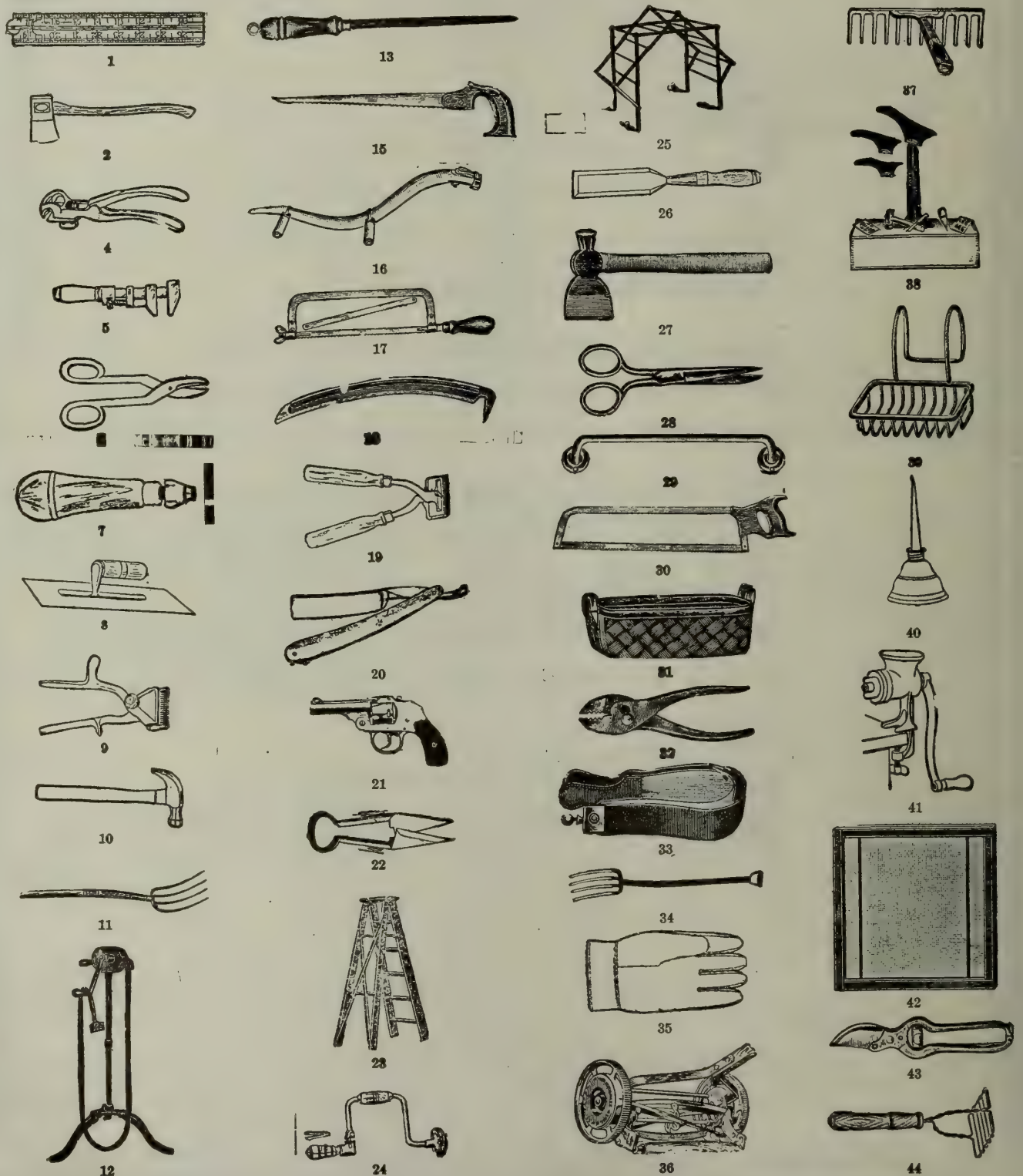
Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Hardware and Metal will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns now—while you think of it.

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.

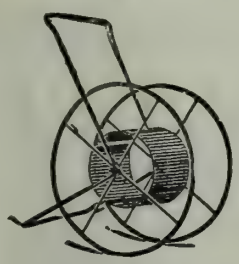


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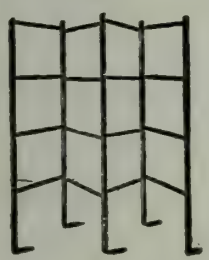

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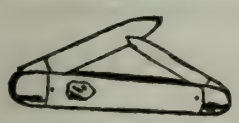

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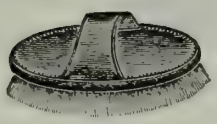

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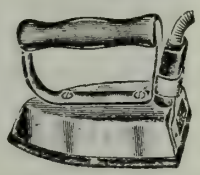

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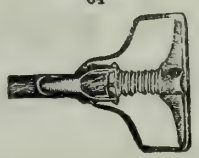

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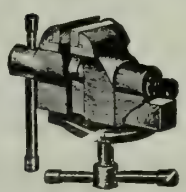

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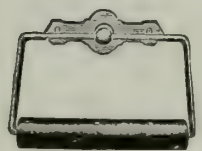

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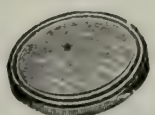

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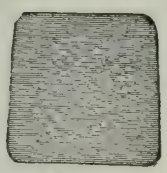

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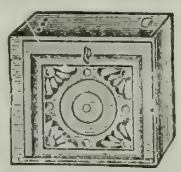

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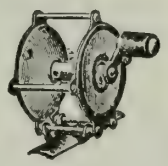

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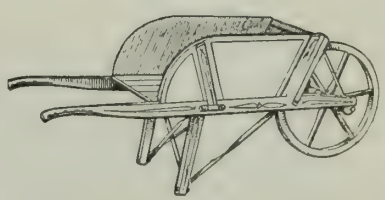

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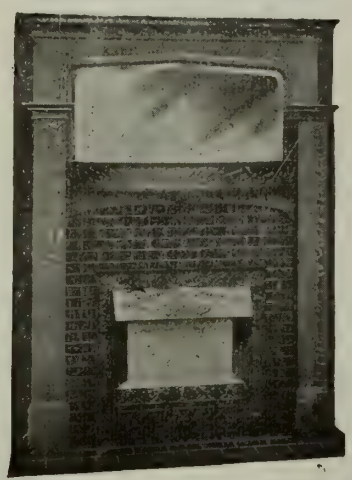


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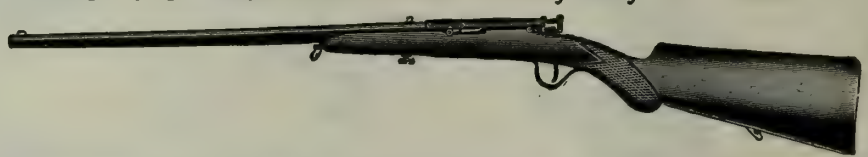
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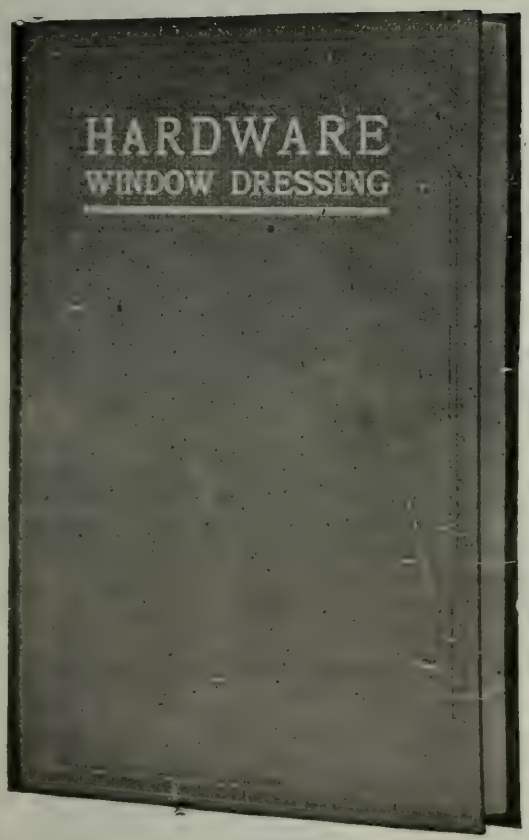


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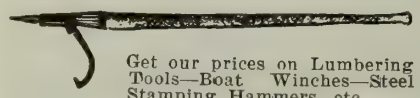
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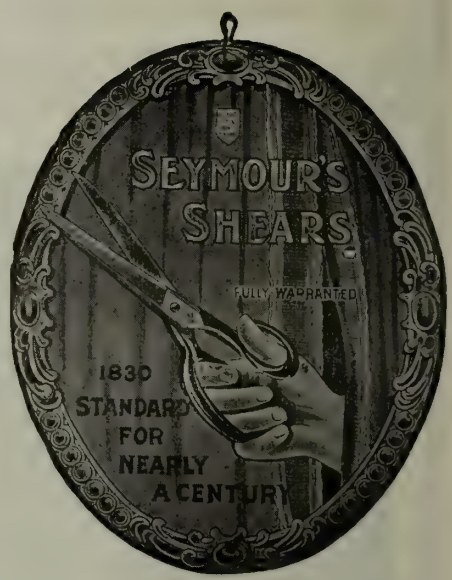
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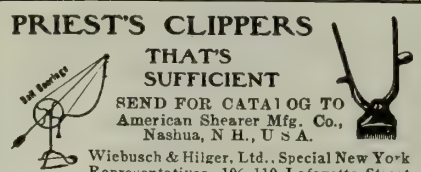
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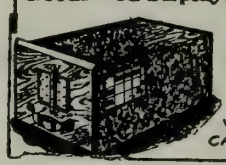
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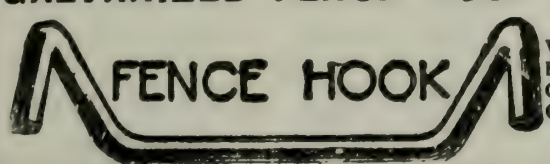
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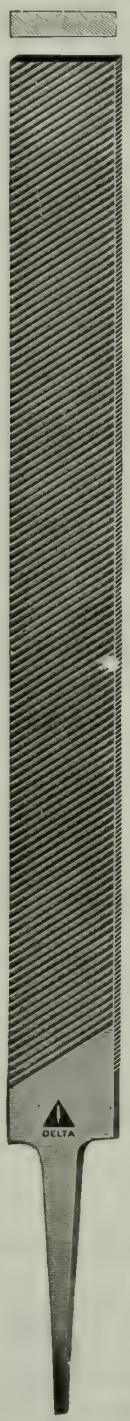
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May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

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Canada Steel Goods Co., Hamilton.
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The Stanley Works, New Britain.
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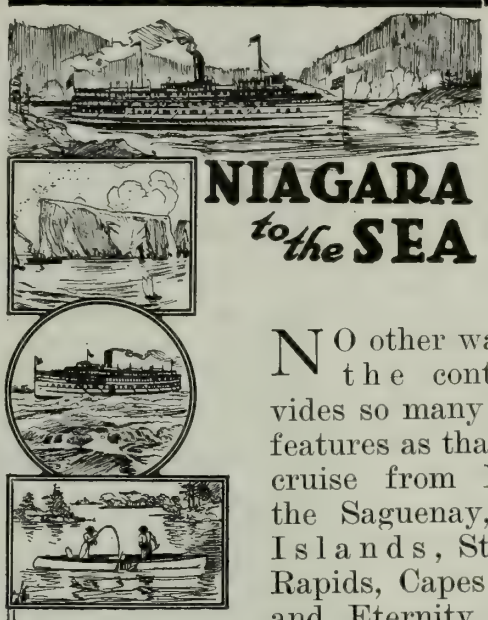


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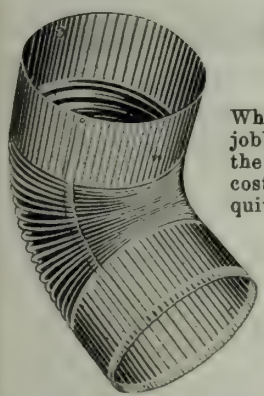
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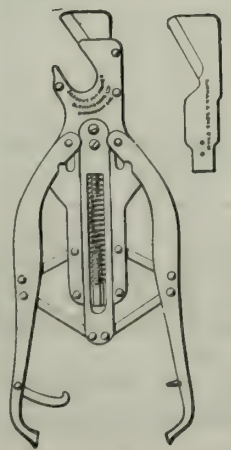
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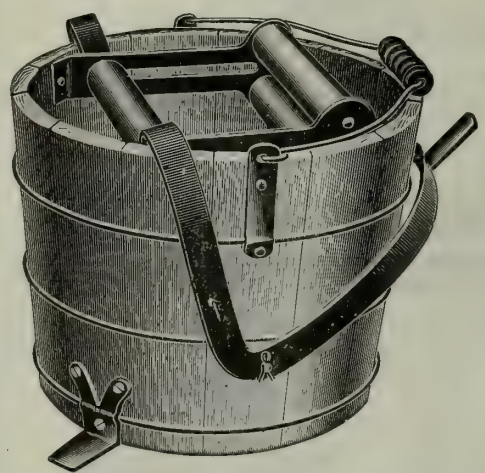
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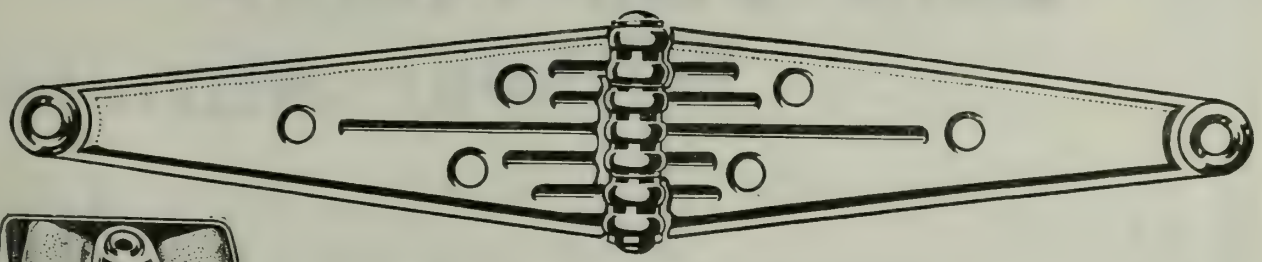
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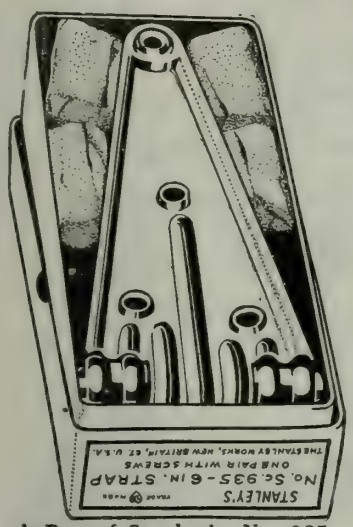
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G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.



Bank Your Profit Without Anxiety

when you have sold a Ross Rifle

There is satisfaction in every barrel, whether 22 Calibre Cadet, the ever-popular .303 Sporting, or the best of all big game rifles, the Ross H. V. .280. Each in its class is a winner and purchasers cannot fail to be satisfied.

Now is the time of the most active demand. See that your stock is complete.

Ross Rifle Company

QUEBEC, CANADA



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Evry Purpos
A Prfct Sw

E. C. ATKINS & CO.

Canadian Factory:
Hamilton, Ont.

Vancouv er Branch:
109 Po well St.

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

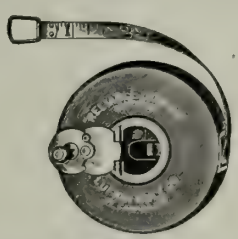
GUTTA PERCHA & RUBBER, LIMITED

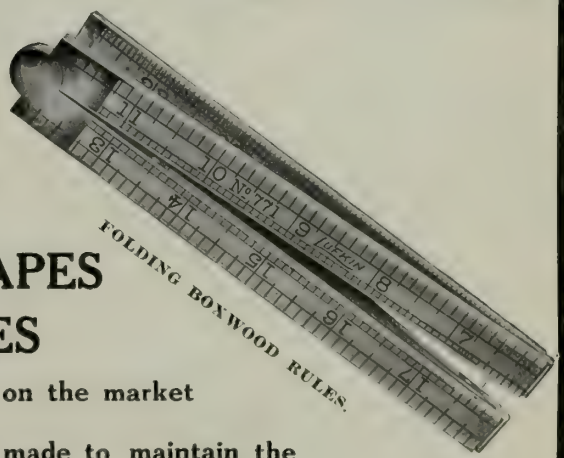
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER







MEASURING TAPES
STEEL RULES

We make the most complete line on the market of goods of this kind.

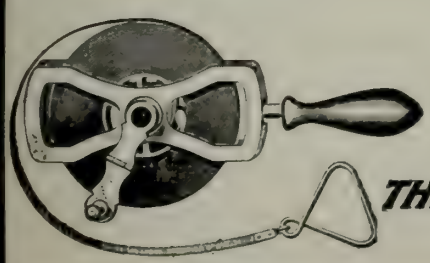
Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE **LUFKIN** TRADE-MARK

Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



COMMUNITY SILVER PLATE

THE SILENT SALESMAN

Persuasion is unnecessary when selling Community Silver Plate. Its attractive advertising creates a desire for possession. A glance at the goods completes the sale.

ONEIDA COMMUNITY, LTD.
Niagara Falls, Ont., and Oneida, N.Y.

HARDWARE AND METAL

CANADA

Annual Fall Number

Volume 26 AUGUST 22nd No. 34
1914
Publication Office: Toronto, Ont.



Hundreds and Hundreds

of Hardware Merchants find the

O-Cedar Polish Mop

a wonderful aid to business



The Reason—

It is an easier, quicker and better way of dusting and cleaning.

Easier, because the housewife does not have to get down on her hands and knees to dust, clean and polish a hardwood floor, or the stairs, or move heavy furniture to dust under it. Easier, because it is not necessary to stand on a chair to dust the moulding or the tops of doors, or the tops of high furniture. No back-breaking rubbing whatever—it is very easily manipulated.

Quicker, because it is only necessary to go over the surface once to dust, clean and polish. One operation does it all.

Better, because the O-Cedar Polish gives a high, hard, durable finish, not a gummy, hazy, bluish cast.

The O-Cedar Polish Mop cannot mar furniture — it is heavily padded.

This is what we're telling thousands and thousands of housewives in our extensive advertising campaign in the daily papers from coast to coast in Canada, and in the largest and most popular magazines.

In this advertising we also invite the housewife to place ($1.50), the price of the mop, with her dealer, with the understanding that if they are not satisfied they'll get their money back.

An O-Cedar display in conjunction with this advertising will bring you big business.

Why not send an order to your jobber now ?





CHANNELL CHEMICAL CO., Ltd.

369 Sorauren Avenue, Toronto, Ont.

METALS

ANTIMONY, COPPER, LEAD, TIN, ZINC, ALUMINUM

PIG IRON

"CROWN BRAND"—the best Foundry Iron made. Other Grades.

SHEET METALS

BLACK, GALVANIZED, TINNED and POLISHED SHEETS, TINPLATES, all grades, CANADA PLATES, BLACK PLATES, all finishes, ZINC SHEETS.

BRASS AND COPPER

SHEETS, RODS, TUBING

IRON AND STEEL

BARS, HOOPS, PLATES, BEAMS, ANGLES, Etc.

Enquiries solicited for any quantity, large or small, for Import or from Stock.

Monthly Stock List mailed on request

M. & L. Samuel, Benjamin & Co.

Cor. King Street and Spadina Avenue

TORONTO

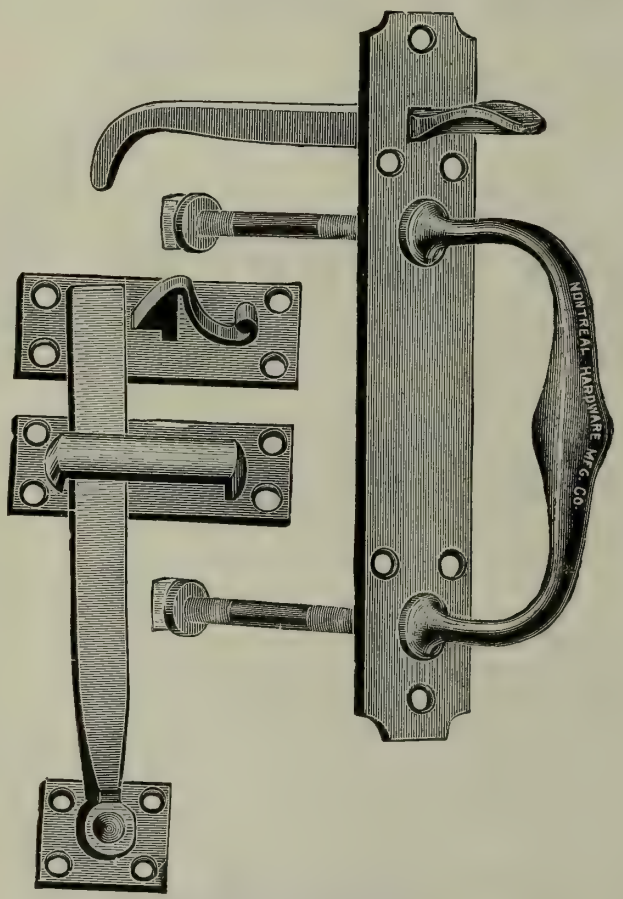
M. H. VALUE ---

100 Cents' Worth For A Dollar

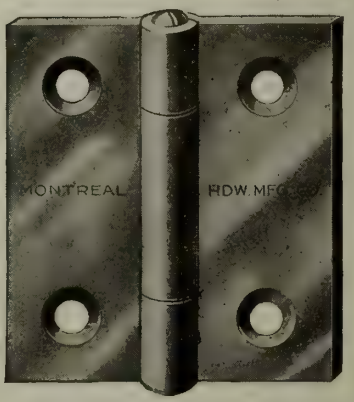
Quality all the way through. The Materials are right to begin with, and then the Goods are

WELL MADE
WELL FINISHED
WELL PACKED

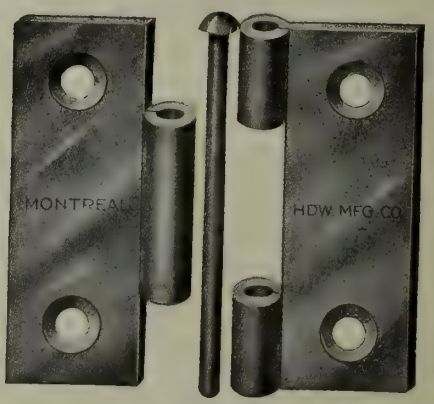
AND THE PRICES ARE RIGHT



WROUGHT IRON DOOR LATCH



WROUGHT STEEL LIGHT NARROW BUTTS

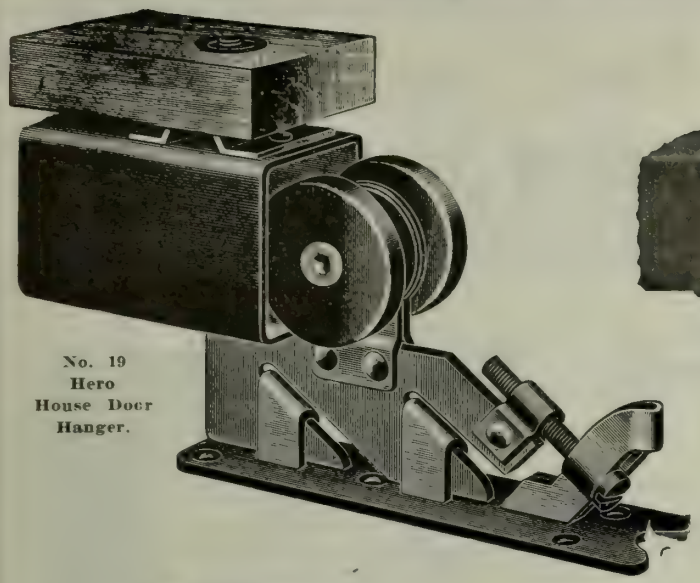


WROUGHT STEEL LIGHT NARROW LOOSE PIN BUTTS

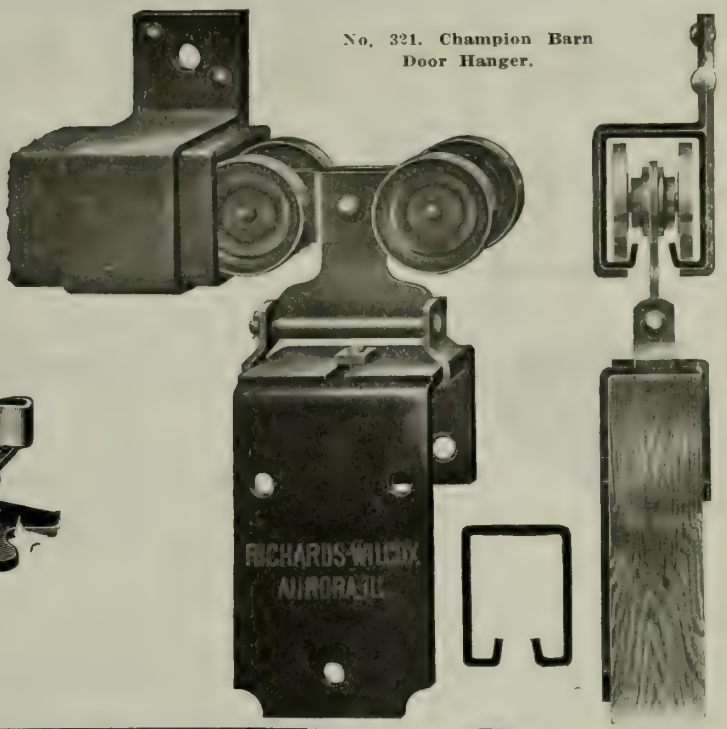
BUYERS! We have a little Souvenir we want to send You.—Write for it.

Montreal Hardware Mfg. Co., Limited

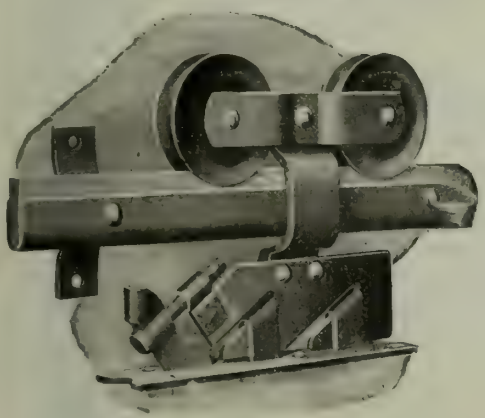
MONTREAL



No. 19
Hero
House Door
Hanger.



No. 321. Champion Barn
Door Hanger.



No. 11. Velvet House Door Hanger.

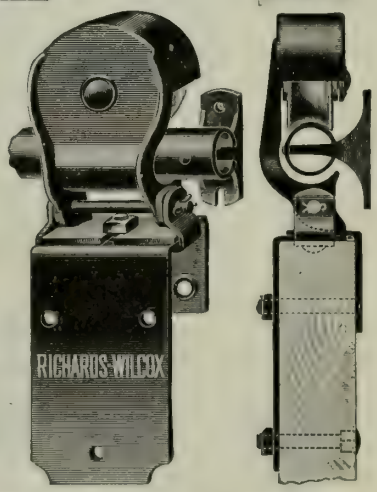
CANADA'S VERY BEST

HANGERS
Flat Track—Round Track—Trolleys

GRINDSTONES
Ball-bearing—Rigid—Berea Grit

HARDWARE SPECIALTIES

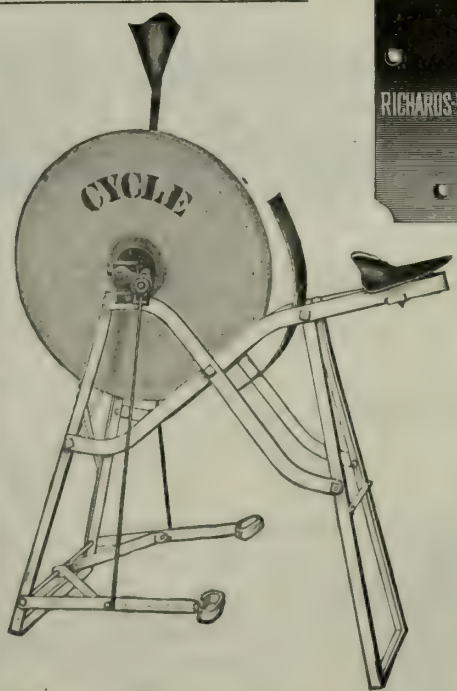
Wagon Jacks	Fire Door Hardware
Wire Stretchers	Stay Rollers
Star Drills	Carrying Systems



No. 543.
The only Flexible Round
Track Hanger.



Store Ladders. For Shelf or Ceiling.



Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

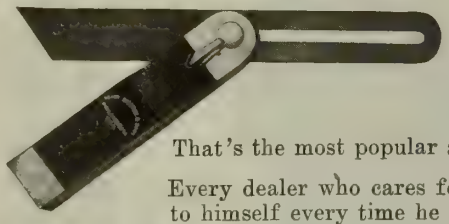


No. 528. Wagon
Jack. Four sizes.

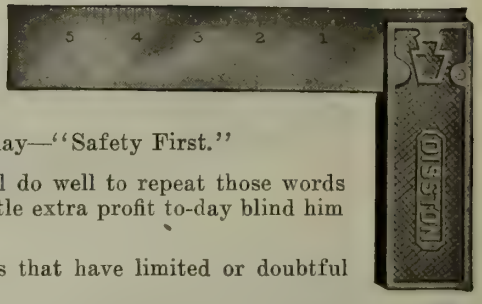


Reg. U. S. Pat. Off.

"Safety First" as Applied to the Hardware Business







That's the most popular and most widely used slogan to-day—"Safety First."

Every dealer who cares for the future of his business will do well to repeat those words to himself every time he is tempted to let the lure of a little extra profit to-day blind him to the steady profit of many to-morrows.



This he does when he persuades his customer to buy brands that have limited or doubtful reputations.

Guaranteed? Of course they are. Almost everything is guaranteed to-day. But do you know that many a good customer has been lost in just this way? Everyone who finds that the saw or tool he bought did not measure up to expectations does not come back. Many times the customer simply admits he is "stung," casts aside the article, and seeks a **new** dealer.



That is not the way to build a business on a solid basis. When our own business was started in 1840, although this slogan was not known then, we had a similar thought in mind. "Safety First" meant quality unexcelled to us. It meant that the faithful service of a Disston Saw or tool would bring us life-time customers. As applied to our business it has created the largest plant of its kind in the world. As applied to yours it will mean steady growth and continued profits.

"Safety First" to the hardware dealer means selling



DISSTON BRAND GOODS
QUALITY GUARANTEED



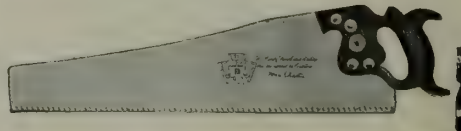
HENRY DISSTON & SONS, Inc.

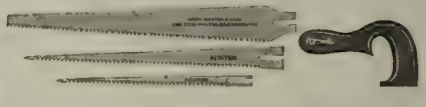
Keystone Saw, Tool, Steel and File Works.
PHILADELPHIA, U.S.A.

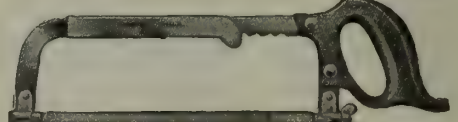
Canadian Works : **TORONTO, CANADA**

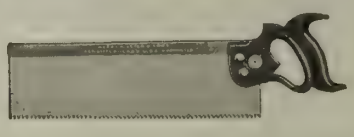


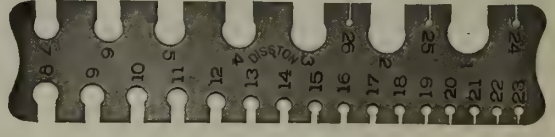












2 Minutes per Day!

Every day now, daylight is more than two minutes shorter and darkness that much longer. Instead of getting up at daylight your customers will soon be working with lanterns.

SEE THAT THEY USE

BEACON

LANTERNS

It will mean a fair profit for you, and—
more light and better light—**for them.**

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Goodyear Hose

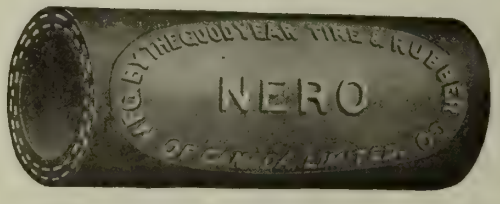


Satisfies Your Customers--Easiest to Sell

GOODYEAR Garden Hose is good line for any Hardware Dealer to handle, because he then sells his customers *satisfaction.* Whatever it is on — tires, belts, or hose—the Goodyear name is a guarantee of quality. When men see that name on rubber goods, they know that nothing but the finest materials and expert workmanship have been used in manufacturing them.

Goodyear prestige is back of everything which comes out of our factory. All our material is tested by expert chemists before it is used in Goodyear products, and a rigid inspection system during every stage of manufacture is maintained.

Goodyear Garden Hose will be the Big Seller in 1915. *Send for catalogue and prices.*



Nero Hose is without an equal where a heavy water pressure demands a strong, durable hose. It is made with two plies of specially braided fabric; a heavy inner tube of finest rubber, and a smooth or corrugated cover stock. This construction insures maximum strength and durability and eliminates the possibility of kinking in service.

Nero Hose is a most desirable line for a Hardware Dealer to handle. Being made in *continuous lengths* of *five hundred feet* on a reel, you can supply your customers' requirements for any length of hose, from one foot to five hundred feet, without the loss of having a number of short, unsaleable lengths on your hands at the end of the season.



Reliable Hose, like all other Goodyear products, is the result of the application of expert workmanship to highest grade raw materials. It is made with 4 plies of fabric in ½-inch, and 5 plies in ¾-inch sizes. The closely woven, high tensile strength fabric is cut on the bias, and cross-stitched where the ends join for added strength—we do not rely on cement at the joints.

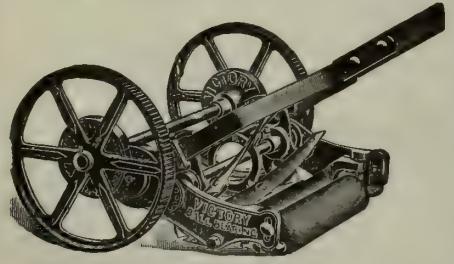
Reliable Hose is strong and durable, yet light and easy to handle.

GOODYEAR
Lawn Hose

Write us for catalogue and quotations before placing your order for next season's requirements. You will not obligate yourself—and we can tell you some things which will enable you to increase your sales in Garden Hose.

THE GOODYEAR TIRE & RUBBER COMPANY OF CANADA, LIMITED

Head Office, TORONTO, ONT. **Factory, BOWMANVILLE, ONT.**

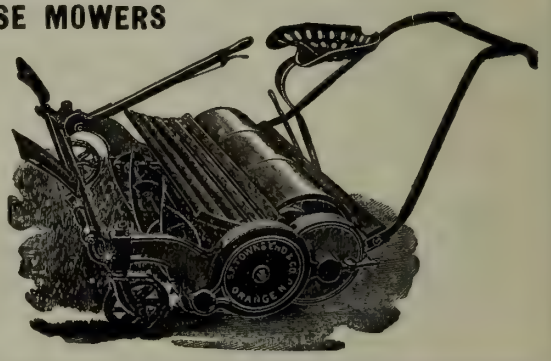


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

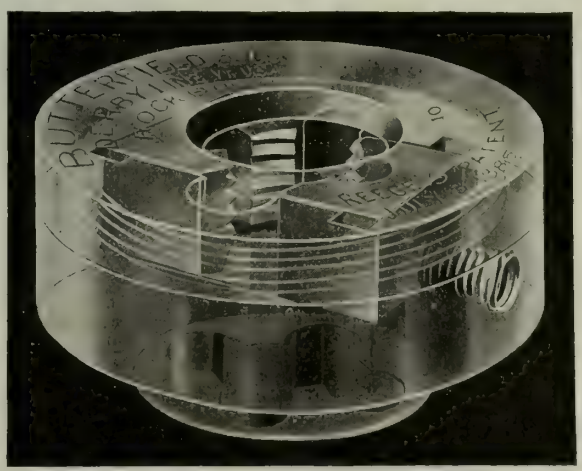


Reece's Screw Plates

will interest every machinist to whom you show them

Because

They have all the advantages of a solid die with none of the disadvantages, and it is impossible for the dies to loosen and cut cross threads,—the guide is cast solid with and is a part of the collet.



The simplicity of the adjustment appeals to every mechanic who sees Reece's Screw Plates. They are the only screw plates where dies are held in a collet that allows the reversing of dies in the collet for use in a machine.

They make a perfect thread with a single cut and, by reversing, the threads can be cut close to a shoulder.

See illustrations of Complete Line in Our Catalogue.

Caverhill, Learmont & Co.

MONTREAL

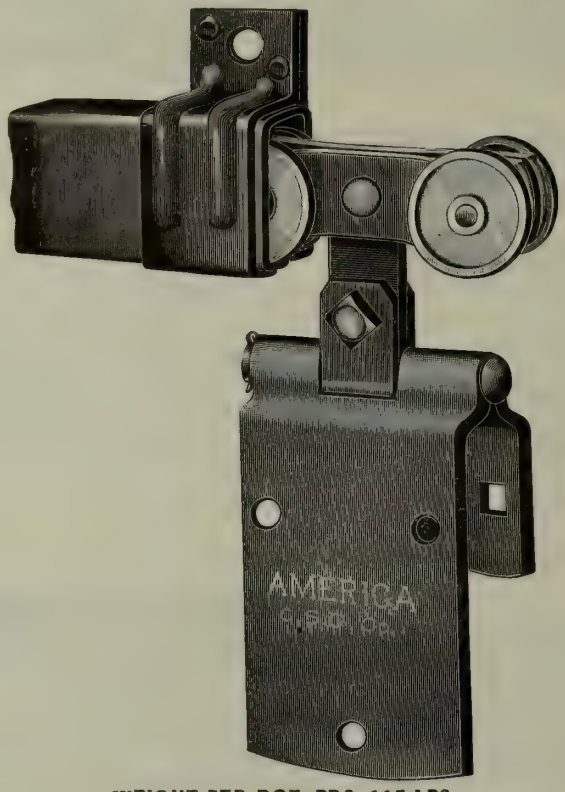
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

TOWNSEND GAVE TO THE WORLD THE BALL BEARING LAWN MOWER



No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

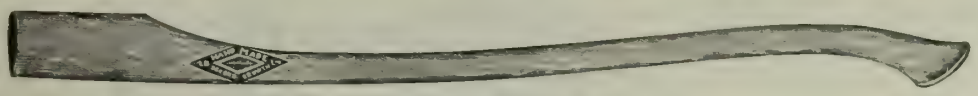
S. P. Townsend & Company

ORANGE . N. J.

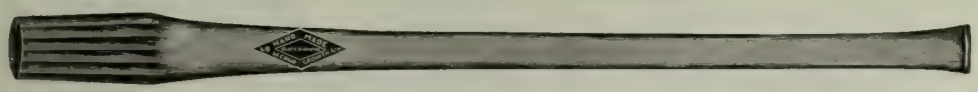
If You Sell Axe Handles

You should be interested in the splendid line which is shown below.

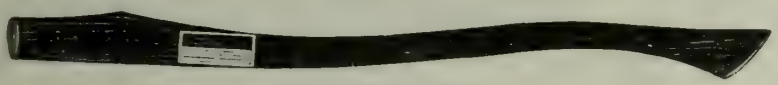
More of these handles are sold than any other line in this country, as we are told by manufacturers that we are the heaviest buyers of these goods in the Dominion.



Black Diamond—Single Bit.
36 inch Hickory; 28 to 32 inch Mountain Ash.



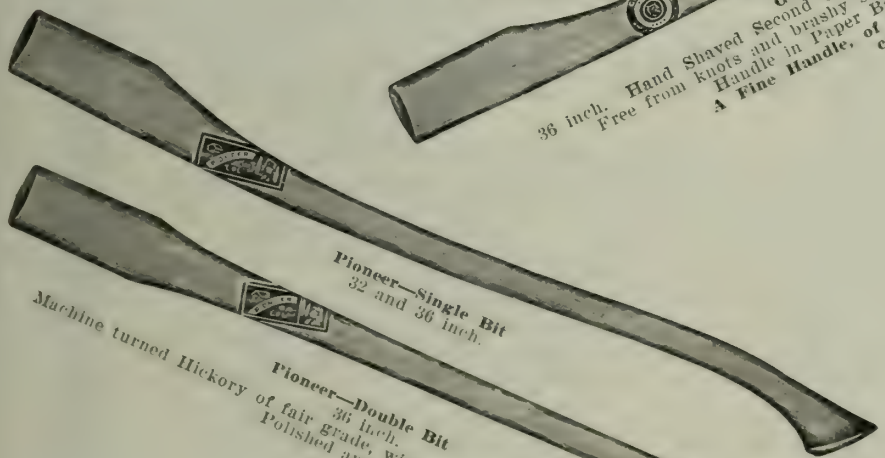
Black Diamond—Double Bit.
36 inch Hickory.



Black Diamond—Boys
28 inch Hickory; Ebony Fnish.

BLACK DIAMOND.
Wax Finished and Labeled.
36 inch—Best Kentucky Hickory.
28 to 32 inch—Mountain Ash.
Guaranteed all White and of Uniform Quality.
Each Handle in a Paper Bag.
Two Dozen in a Crate.
The Best Handle it is possible to produce.

Gold Coin—Single Bit Only
36 inch. Hand Shaved Second Growth Hickory; White with some Red Streaks. Free from Knots and brushy streaks. Wax Finished and Labeled. Each Handle in Paper Bag; Two Dozen in a crate.
A Fine Handle, of which there has been no complaint.



Pioneer—Single Bit
32 and 36 inch.

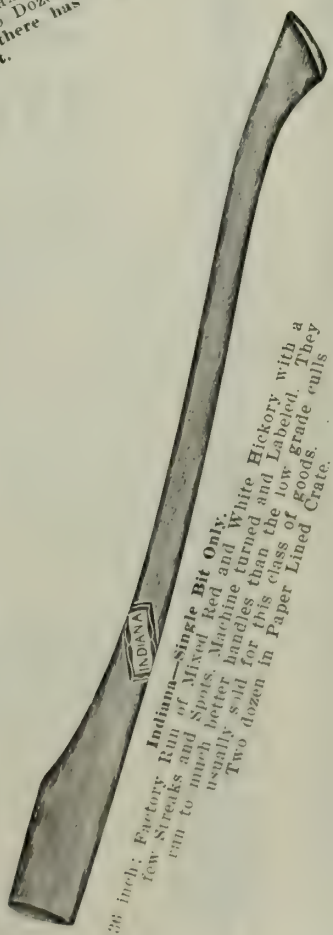
Pioneer—Double Bit
36 inch.
Machine turned Hickory of fair grade, with occasional Spots and Streaks. Polished and Labeled.



White Oak—Single Bit Only
28 to 36 inch First Quality New Hampshire Oak, Labeled
32 inch Second Quality, Labeled.



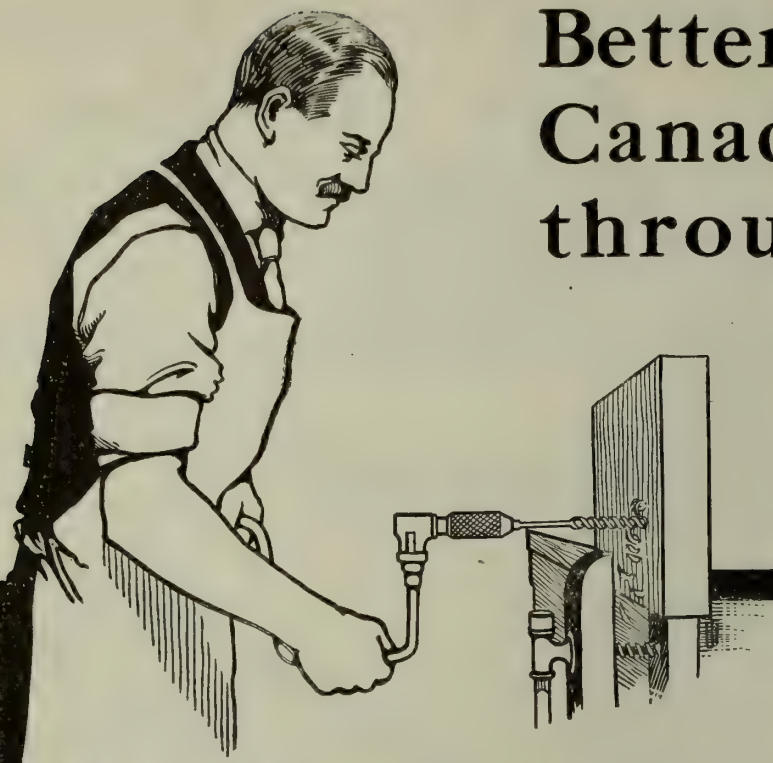
White Oak, Knob End—Single Bit Only
32 inch First Quality, and 32 inch Second Quality.



Indiana—Single Bit Only.
36 inch; Factory Run of Mixed Red and White Hickory with a few Streaks and Spots. Machine turned and Labeled. They run to much better handles than the low grade culls usually sold for this class of goods.
Two dozen in Paper Lined Crate.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



Better Service for Canadian Dealers through our new Canadian Factory.



Russell Jennings Bits and Braces

Our bits are made in two styles—our cabinetmaker's bit is the standard highly polished bit with double thread which has always been acknowledged by cabinetmakers and other high-grade woodworkers to be the perfect bit for fine, accurate work. Our carpenter's bit has a coarser thread for general boring and is furnished with the oil finish (straw color) which is more suitable for general use.
These bits are now made with two styles of shanks—the ordinary bit shank and the new Precision turned shank. When held in our Precision brace chuck this new shank prevents the bit from pulling out or wabbling and insures perfect alignment.

Our new line of **bit braces** are of the same high quality that make our bits standard. They are provided with either style of chuck.

Our **solid head expansive bit** is the strongest made. The cutter is adjusted by a worm screw and cannot slide nor creep. It is a great seller.

The Russell Jennings **bit extension** with Precision shank is the only bit extension that cannot pull out of the chuck or get out of alignment.

Our **screw drivers, countersinks, German bits, Forstner bits,** etc., with Precision shanks are all convenient tools of Russell Jennings quality.



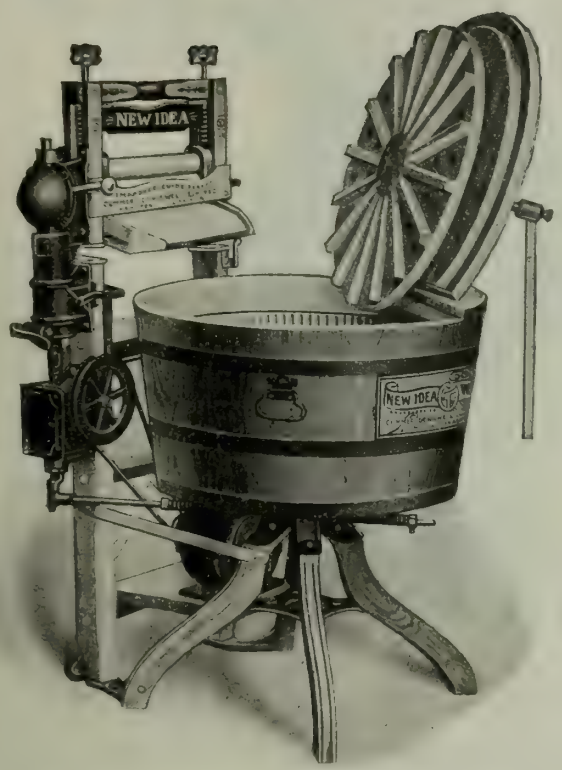
Send for free copies of our Auger Bit catalog No. 30 and our Precision Tool Supplement. They give style, sizes and prices.

Russell Jennings Mfg. Co., LIMITED

ST. CATHARINES, ONT.

21-127

The New Idea and Seafoam Power Washers and Wringers



New Idea Electric with Power Swinging Wringer

The Swinging Wringer feature on the "NEW IDEA" at once attracts the Housekeeper, who readily appreciates the vast amount of labor and Extra Steps it will save her.

No heavy Wringer to unfasten and lift from tub to tub.

The work is done systematically and progressively.

They will be demonstrated daily in our booth, Industrial Building, during Toronto Exhibition.

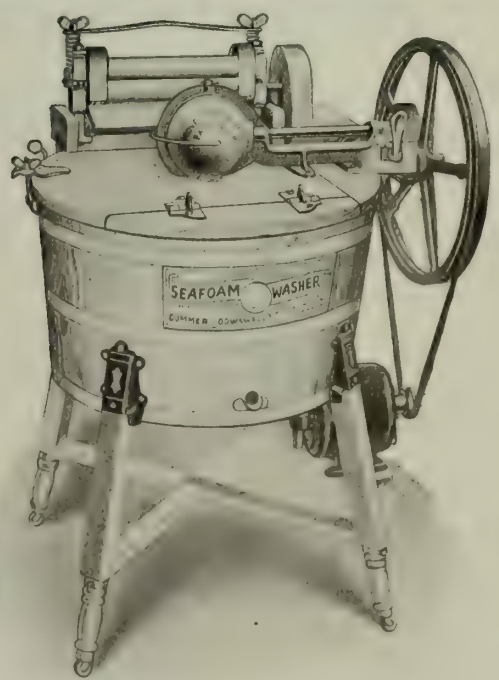
Are the Biggest thing to-day in the Canadian Washing Machine industry.

They Have Everything

Quality—Simplicity—Durability
Style and Finish

They wash and wring clothes by power at the same time or independently and the simple turning of a lever permits the wringer on the NEW IDEA to swing to any position over ordinary or stationary tubs.

They run by Electric or Engine Power



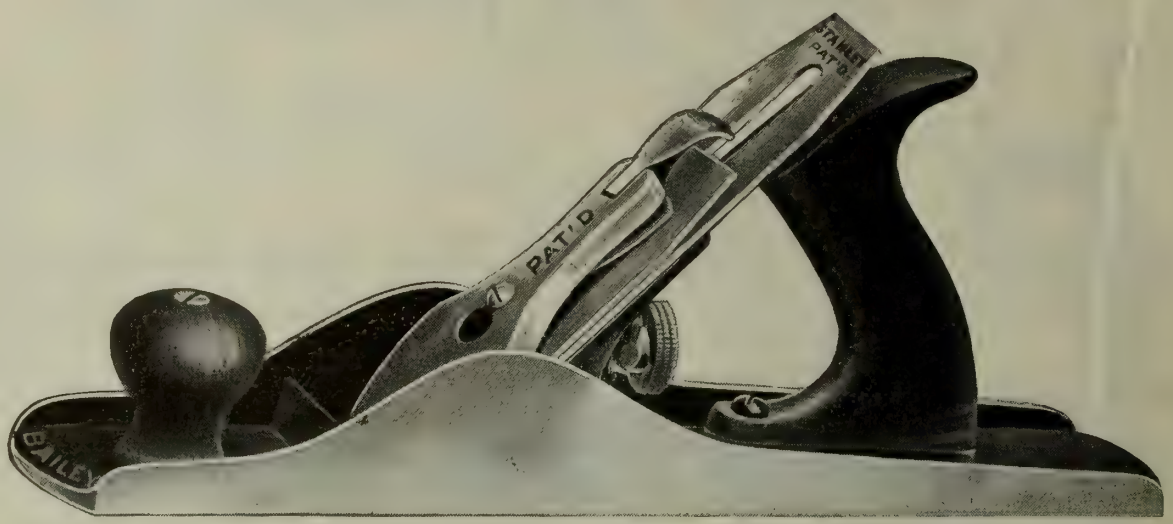
Seafoam Electric with Power Stationary Wringer

CUMMER-DOWSWELL Limited

MAKERS

HAMILTON, CANADA

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works, where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

SAMSON AXES



HIGHEST QUALITY PERMANENTLY MAINTAINED

Forged from one piece
of high-grade steel
made specially for the
SAMSON
Axe

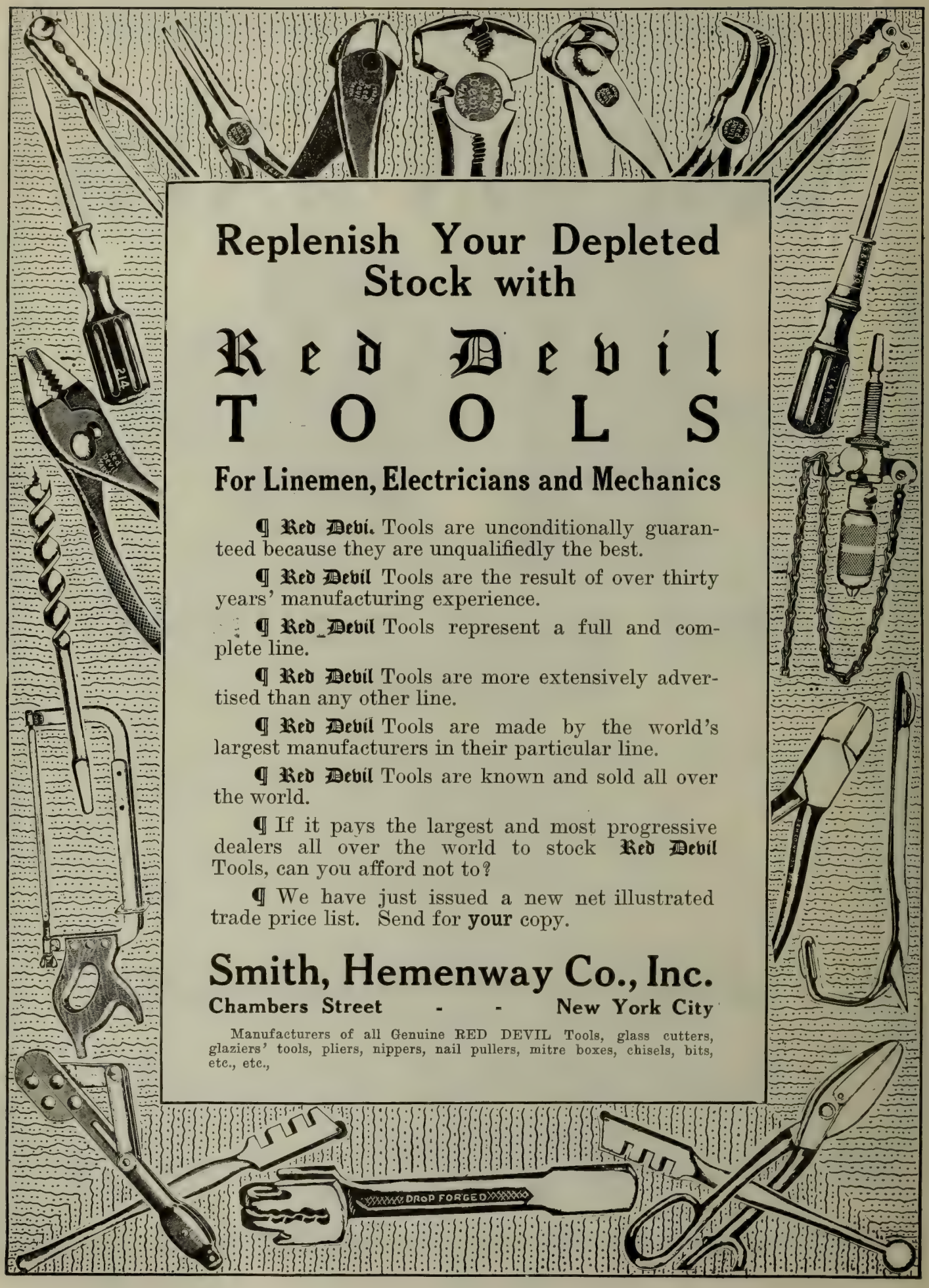
AB-SO-LUTE-LY GUARANTEED

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Replenish Your Depleted Stock with

Red Devil TOOLS

For Linemen, Electricians and Mechanics

¶ **Red Devil** Tools are unconditionally guaranteed because they are unqualifiedly the best.

¶ **Red Devil** Tools are the result of over thirty years' manufacturing experience.

¶ **Red Devil** Tools represent a full and complete line.

¶ **Red Devil** Tools are more extensively advertised than any other line.

¶ **Red Devil** Tools are made by the world's largest manufacturers in their particular line.

¶ **Red Devil** Tools are known and sold all over the world.

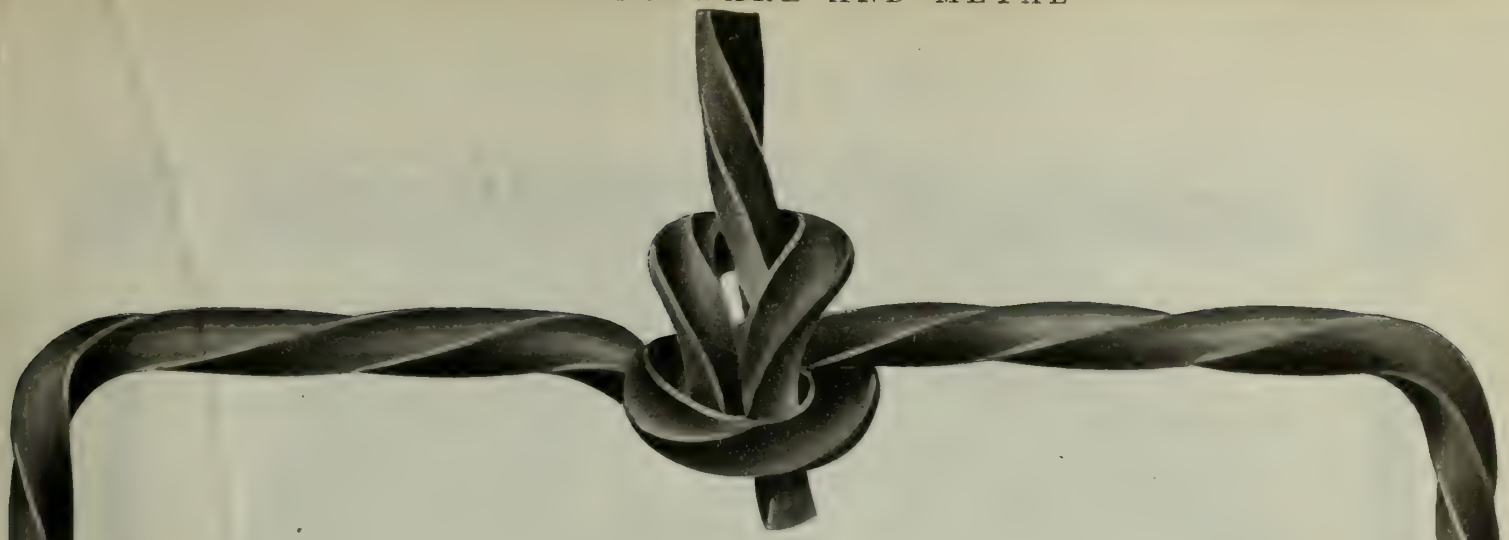
¶ If it pays the largest and most progressive dealers all over the world to stock **Red Devil** Tools, can you afford not to?

¶ We have just issued a new net illustrated trade price list. Send for **your** copy.

Smith, Hemenway Co., Inc.

Chambers Street - - New York City

Manufacturers of all Genuine RED DEVIL Tools, glass cutters, glaziers' tools, pliers, nippers, nail pullers, mitre boxes, chisels, bits, etc., etc.,



The Steel Company of Canada, Limited

COLD TWISTED STEEL BARS FOR CONCRETE REINFORCING

Why you should use the **Cold Twisted** bar rolled from **New Open Hearth Steel Billets** in preference to other types of reinforcing bars:

1. Cold Twisting removes the scales or oxides, thereby permitting closer bond with the concrete.
2. Greater variety of sizes than any other concrete bar, and the same weight as plain bars of like size.
3. The **Twisting Cold** insures uniformity of twists and is a physical test on each and every bar. This is not true of any other type of Reinforcing Bar.
4. 60 to 100% increase in elastic limit.
5. 21 to 39% increase in tensile strength, resulting in 20% less Steel being required.
6. Safety from brittleness. Our **Cold Twisted** Bars are warranted to bend around a diameter three times the size of the section.
7. Every Heat of Steel is tested and conforms to the standard specifications of the American Society for Testing Materials and the Association of American Steel Manufacturers.

We also manufacture and carry a good stock of the following products:

Wrought Pipe
"Tiger Brand" White Lead
Wire, Wire Nails
Staples, Tacks, Screws, Bolts,
Rivets, Putty, Shot.

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

THE B. GREENING WIRE CO., Limited

Established 1859 **Incorporated 1889**

Be Sure To Ask Your Jobber For Greening's Chains

WIRE CLOTH—

- Brass Strainer Cloth.
- Sand Screen Cloth.
- Regalvanized Cloth.
- Fly Screen Cloth.
- Wire Lath.
- Office Window Blind Cloth.
- Fanning Mill Screening.
- Antique Rustless Bronze Screen Cloth.

WIRE CHAINS

- Made in thirteen sizes.
- Special Chains made to order for all manufacturing purposes.

GALVANIZED NETTING—



WIRE ROPE—

- Derrick and Hoist Ropes.
- Hay Fork Rope.
- House Moving Rope.
- Sash Cord.
- Galvanized Strand.
- Wire Clothes Lines.

WIRE STAPLES

- Fence, Poultry Netting.
- Bed, Blind, Electrical.
- Double Pointed Tacks.
- Basket Fasteners.

PERFORATED SHEET METAL

- Zinc, Brass, Copper.
- Steel, Galvanized Iron.

WIRE WORK.

Window Guards. Sand, Gravel and Coal Screens. Counter Railings.
Wire Door Mats. Foundry Riddles and Brushes.

HAMILTON, ONT. **MONTREAL, QUE.**



COMMUNITY SILVER PLATE

advertising sends you customers. If you turn them away to your competitor, you not only lose the Community sale, but also the possible sale of other goods in your store. Retain trade by carrying the goods your customers want.

ONEIDA COMMUNITY, LIMITED

Niagara Falls, Ont., and Oneida, N. Y.

Wire Nails, Wire Staples

of all kinds

Wire Bale Ties, Special Steel Baling Wire



Our Steel-Hooped Keg





The points and heads of our nails are perfect and we have taken special care in the drawing so as to obtain a regular gauge.

We can give you the highest quality goods in short time because of our excellent manufacturing and shipping facilities.

Railway siding from C.P.R., T.H. & B., and M.C.R., and G.T.R. is but one block away.

We are exclusive manufacturers for Canada of the Carnegie Steel Company's **Brainard Patent Steel Barrel Hoop** for all slack cooperage.

Try us and you'll order again and again.

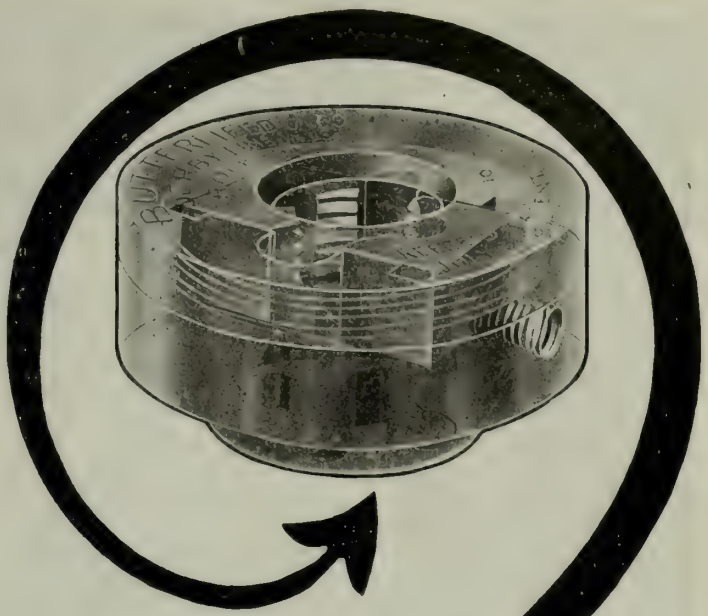


Our New Plant Erected 1912-13

The Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. **Harry F. Moulden & Son, Winnipeg, Man.**

Mechanics Appreciate Reece's Screw Plates



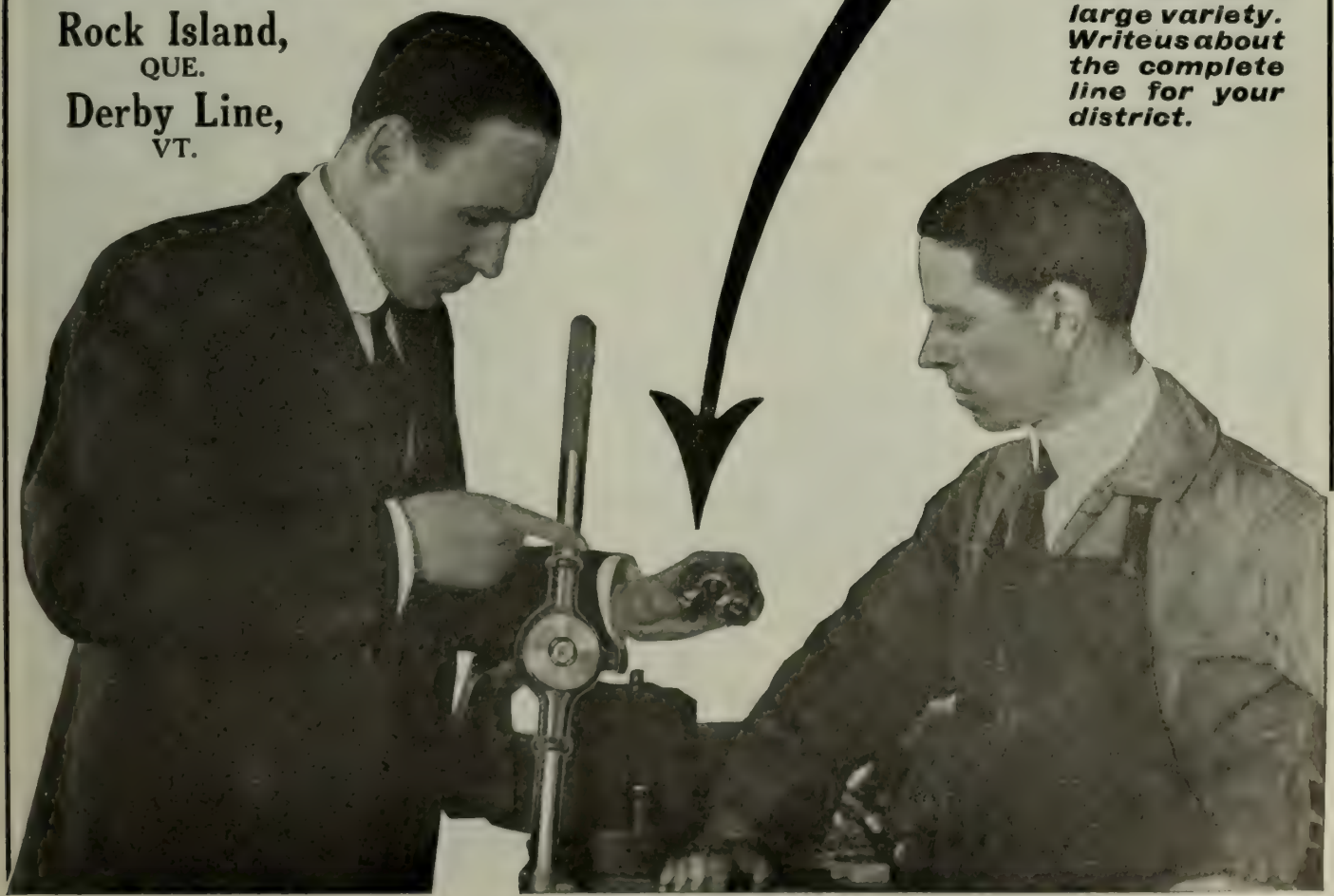
They are adjustable, with all the advantages of a solid die with none of the disadvantages. It is impossible for the dies to loosen and cut cross threads, because the guide is cast solid with and is a part of the collet. They are the only screw plates where the dies are held in a collet that allows the reversing of the dies in the collet for use in a lathe or other machine.

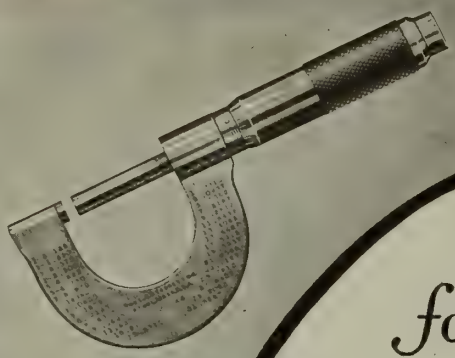
Get and display a sample set,— it will bring you good business.

Butterfield & Co., Inc.

Rock Island,
QUE.
Derby Line,
VT.

Sets are neatly put up in wooden boxes and are of a large variety. Write us about the complete line for your district.





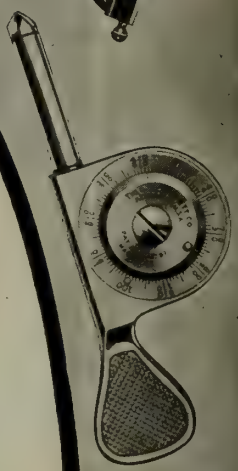


Standard *for* Accuracy

Wherever fine mechanical work is produced, the instruments and tools used in the processes and operations of manufacture and construction, and in the final inspection, must be perfectly reliable.

In plants of all kinds—automobile factories, ship yards, locomotive plants, agricultural machinery works, special job and tool-making shops, electrical machinery factories, machine-tool building plants, etc.,—the skilled machinists have determined by experience that they can work most accurately and rapidly with





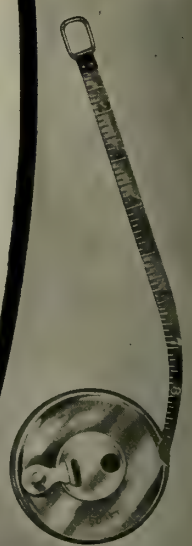
Starrett Tools

The Standard Instruments of Precision

The aggregate of the purchases by these men is enormous, and all sales to them are made through hardware stores. All of our advertising in many technical papers and in several national magazines, instructs mechanics to go to the hardware store for Starrett Tools. Our constant advertising has made them the best known fine tools in the world and their quality has built up our business so that our plant is now the largest in the world devoted exclusively to the manufacture of fine tools.

Familiarity with them helps you render better service to your customers. Our free catalog No. 20MA, showing 2,100 styles and sizes, is sent free to hardware men interested.

42-361







The L.S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York Chicago

London

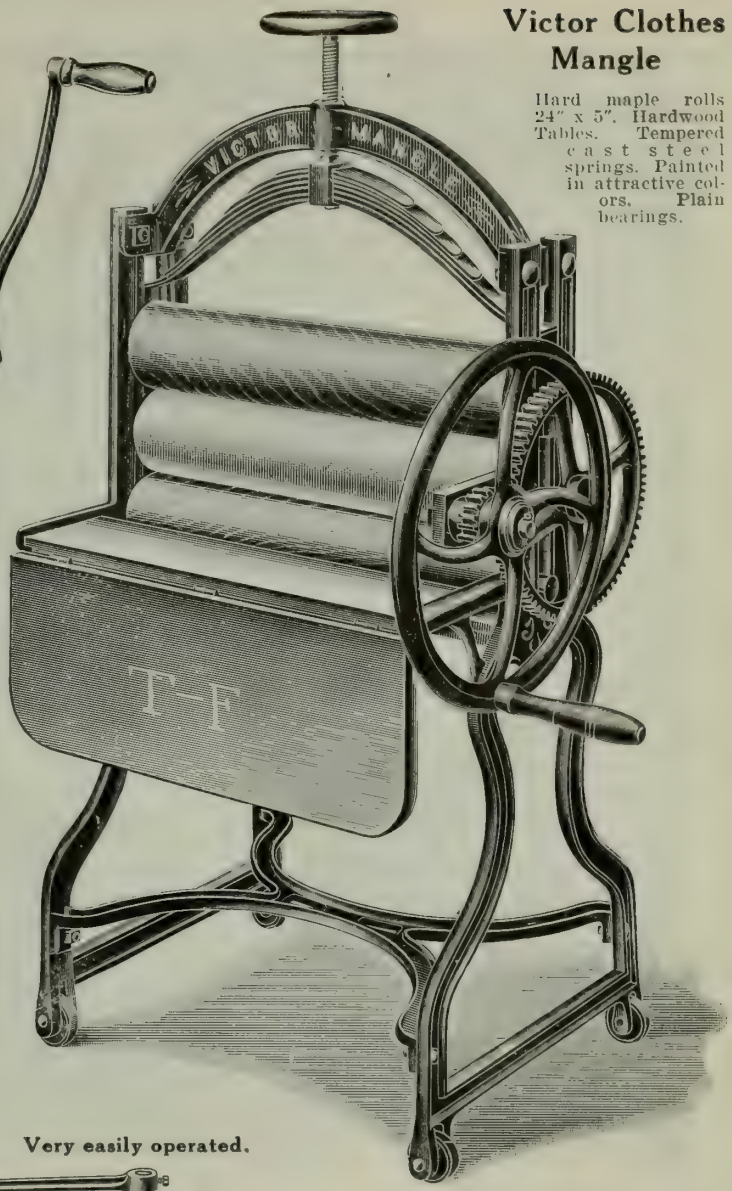


Clothes Mangle—for use on table.

Hard maple rolls 24" x 3½". Steel ball bearings. Good colors.

Victor Clothes Mangle

Hard maple rolls 24" x 5". Hardwood Tables. Tempered cast steel springs. Painted in attractive colors. Plain bearings.



"Stephenson" Patented Washing Machine



Very easily operated.



With Wringer Attachment

A big time and labor saver.—The Machine will wash 75 to 100 napkins in about five minutes, or about 40 to 50 towels in the same time, 4 to 6 sheets, or 8 to 10 shirts can be washed in the Machine at once, and washed perfectly clean. Makes the washing of quilts or blankets as easy as small articles, and the Washer should be worth the price to some families if used on bedclothes alone. Instead of boiling, the clothes are put through again for five minutes, with boiling hot water and soap; the steam and hot water, combined with the rubbing and soap, bleaches the clothes better than boiling. It is not necessary to touch the clothes after putting them in the Washer.

Wood Work Painted. Iron Work Japanned. Inside Parts Galvanized.

If your jobber cannot supply you, write us direct.

Taylor-Forbes Co., Limited, Head Office and Works: Guelph, Ontario

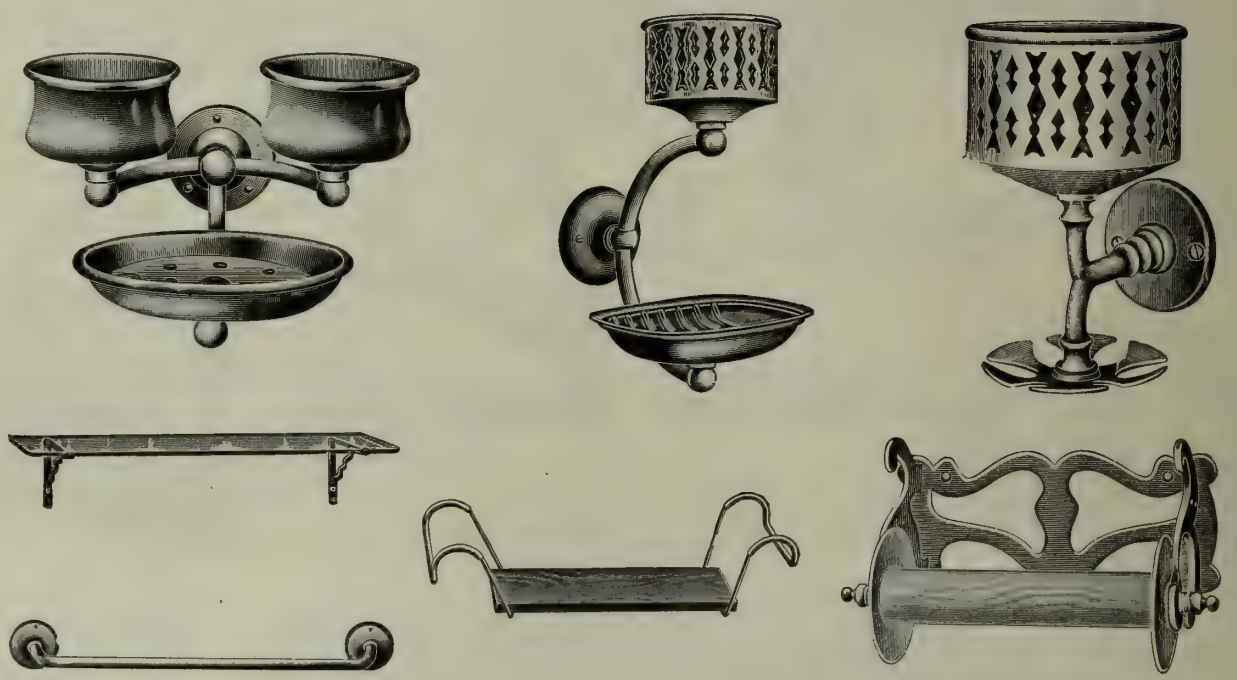
Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

"WILWEAR"

BATHROOM

FITTINGS



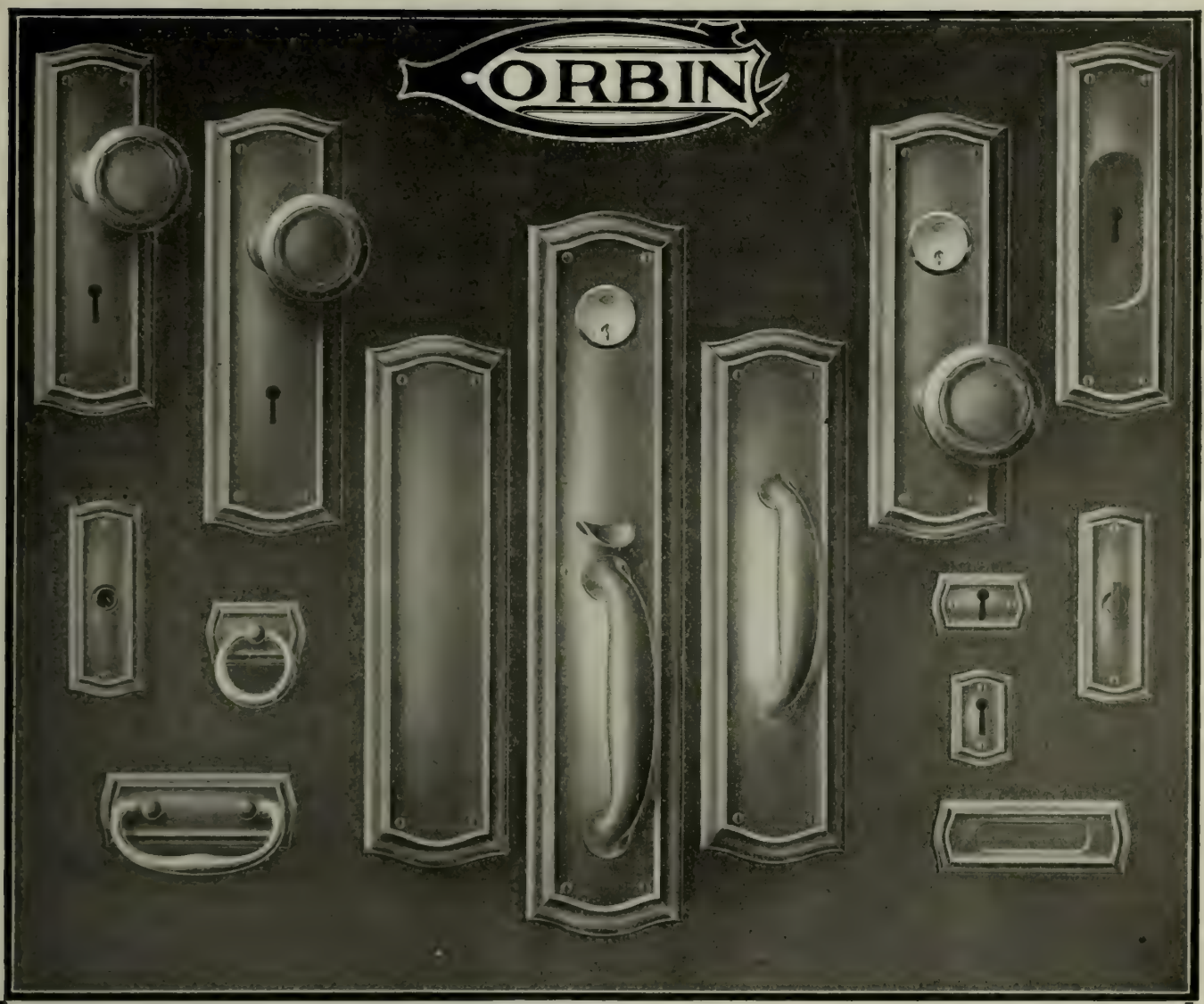
WITHOUT EXCEPTION

is the best medium-priced line in existence to-day. You can obtain more and better values for less money if you patronize us. Your customers expect quality, weight and finish at reasonable prices, and you must realize a fair margin of profit. The many patterns in the "WILWEAR" line are so arranged that every one is pleased with their purchase. Do you contemplate any special sales this fall? Let us tell you about our special proposition for quantities. It's a dandy. Small electros furnished free upon request, and our new catalogue should be in your possession.

NOVELTY MFG. COMPANY

WATERBURY, CONN.

NOTE—Dictate the letter now while the subject is warm.



"THE WAKEFIELD"

A New Colonial Design

In Corbin wrought hardware which finds instant favor whenever seen. Its harmony of proportion, and the graceful elegance of its outline give a distinctly ornamental effect. It is in strict accord with the present demand for simplicity, and is particularly suitable for bungalows, and Keiths and Craftsman homes.

Circulars with full information will be sent on request.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

Chicago New York Philadelphia

How we help Dealers to make more money by helping them sell

"Metallic" Building Materials

"THE biggest thing any manufacturer can do for his dealers is to make goods of such high quality that they automatically increase the trade of merchants handling them."

That's the opinion of an authority on trade and commerce, and when hundreds of Hardware Merchants continue to push "Metallic" Building Materials in an ever-increasing degree, the **high quality** of our products must be manifest.

We know that we have made the best shingles ever offered the Canadian public—the famous "Eastlake" Steel Shingle. It has weathered the assaults of time and the elements for 29 years, and those laid 29 years ago look good enough to withstand another 29-year siege.

Every "Metallic" product **has been made** and **is** made in the **same painstaking** way. First-quality material, high-grade workmanship—whatever money, skill and time could do to make "Metallic" Building Materials perfect has been done.

Other ways in which we help our dealers to make money: We don't just make first-class materials and say: "Here, sell them!" That was the old way of doing business—a way many manufacturers adhere to to-day. Our way is different. We say to our dealers in effect: "Post yourself on 'Metallic' Products. Then look around your community and see where they may be used to advantage. Talk to your friends the architect and contractor. Recommend 'Metallic' materials for ceilings and walls—for roofing—for cornices—for the score and one things for which 'Metallic' stands for the best there is. **Give us particulars and we'll help you get the business."**

That's the point. We help you **get** the business. We figure out how much this or that job would cost the "Metallic" way—do **all** in our power to **help you land it.**

Write for full particulars!

We may need a live man right in your territory and are ready to make mutually satisfactory arrangements.



"Metallic" Ceilings and Walls for the store, theatre, business building or the home. They enhance the value of all, making them artistic, fire-proof and durable.



"Hayes" Patent "Metallic" Steel Lath is known to give the best service for fireproof construction. It pays to recommend and supply it.



This cut shows "Metallic" Ceilings and Walls in the kitchen. A glance is sufficient evidence of their vast superiority over lath and plaster for the purpose.

The Metallic Roofing Co., Limited

MANUFACTURERS
Established 1884

TORONTO, King and Dufferin Sts.

WINNIPEG, 797 Notre Dame St.

A word or two to "Money-Makers" about "Metallic" Building Materials

LIKE most merchants, you, Sir, are in the Hardware business for the purpose of *making* money: That's your *primary* reason—there's no doubt about it.

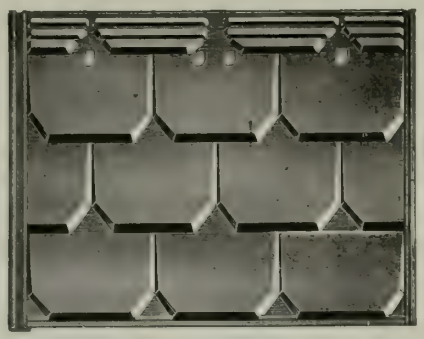
How much money did you make last year by promoting the sales of "Metallic" Building Materials? We ask the question, not for the purpose of prying into your business, but for the purpose of **emphasizing** the fact that **there is a lot of money for you in** "Metallic" products. More than that, sir, "Metallic" products are **business-building** lines for you to push—their high quality clinch the trade of the "come-back" customer—the only trade worth while.

Consider our reasons for buying this two-page space, as they concern both you and ourselves! It would be utter nonsense on our part to spend money in this advertisement if we didn't know that it would pay you to handle and recommend our lines. Knowing that it **has paid** and **is paying** hundreds of Hardware Merchants to **push** and **recommend** "Metallic" products we are positive that it will pay you to do the same thing. And we cheerfully invest in this double-page advertisement to tell you so.

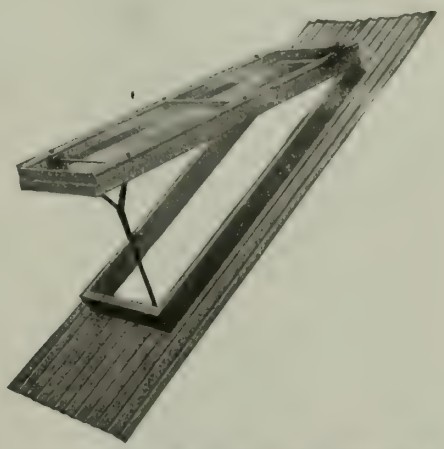
Yes, there's a **big** demand for "Metallic" Building Materials all over Canada and **all** the time. And there's going to be a **bigger** demand for "Metallic" lines **this** season than ever **before. Because "Metallic" products have stood the test of** time and the elements for 29 years and a majority of your customers know from their own experience or the experience of friends that it pays to buy "Metallic" goods.

Are you in a position to supply the demand? The war won't stop it. If it has any effect on trade on this side of the Atlantic, it will have a tendency to increase our business and yours for a year at least.

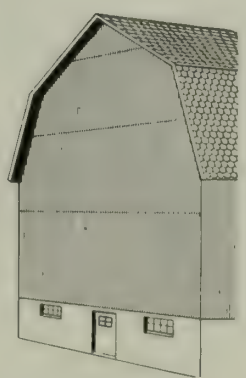
Get your share of the profits—the next page tells how we help dealers to build up their business.



The "Eastlake" Steel Shingle—Fireproof, lightning-proof and storm-proof. Saves money and labor. Lasts a lifetime.



The "Acheson" Barn-roof Light—the best! This in conjunction with "Metallic" Corrugated Iron Siding makes a durable, well-lit barn.



"Eastlake" Steel Shingles and "Metallic" Corrugated Iron make an indestructible barn. They lower fire insurance to a minimum. Tell your farming trade about them.

The Metallic Roofing Co., Limited

MANUFACTURERS
Established 1884

TORONTO, King and Dufferin Sts. **WINNIPEG, 797 Notre Dame St.**

Promotes Safety and Builds Sales

You are familiar with the "Safety First" movement. You believe in it. These things we take for granted.

The big problem in this movement is the education of the great, general public. You as a merchant can share in this work and at the same time benefit by it.



Copyright by Underwood and Underwood, New York.

One way in which you can both *do* your share and *get* your share is to sell

PLYMOUTH MANILA ROPE

the safest, most reliable rope money can buy.

Another way is to educate buyers to use large enough sizes and to have working conditions right — pulleys big enough, loads not too heavy, etc.

A third way is to see to it that buyers renew their rope *before* the danger point is reached.

Our monthly bulletin, "Plymouth Products," contains information which will help you to do these three things. Are you receiving it? A post-card request will bring it free every month.

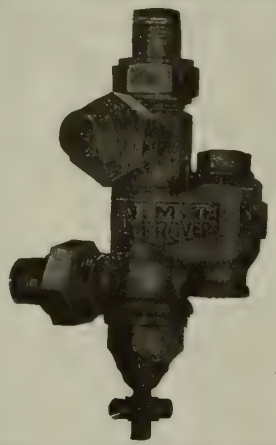
Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

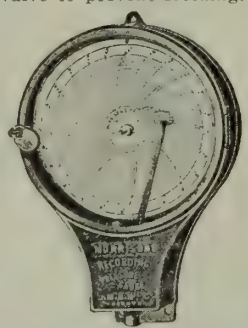

"HANDLE THE LINE WITH THE GUARANTEE"
THE TIGER
BOX TERRIER
REX
GLOBE
NEW JUMBO
TOMAHAWK
SURE GRIP
JUMBO JR.
GUARANTEE
SEND FOR COMPLETE CATALOG OF SPECIALTIES
THE BRIDGEPORT HDWE. MFG. CORP.
BRIDGEPORT, CONN., U. S. A.
HEADQUARTERS FOR NAIL PULLERS, BOX OPENERS ETC.



THE J.M.T. IMPROVED AUTOMATIC INJECTOR

An aid to boiler room economy. There is no comparison in the matter of first cost with a feed pump, the injector doesn't cost as much as the pump fittings. It requires no packing or oil, and practically no repairs. It is more economical of steam, as all that it uses goes back to the boiler, minus only the minimum of energy necessary to do the pumping. And the action of the injector is as sure as death and taxes.

Compared with other injectors it has many advantages. It has the largest range, 20 to 220 lbs. without adjustment; entirely automatic; any lift up to 20 feet; feed water delivered up to 212 deg. Fah.; provided with a draining valve to prevent freezing.



MORRISON GAUGES.

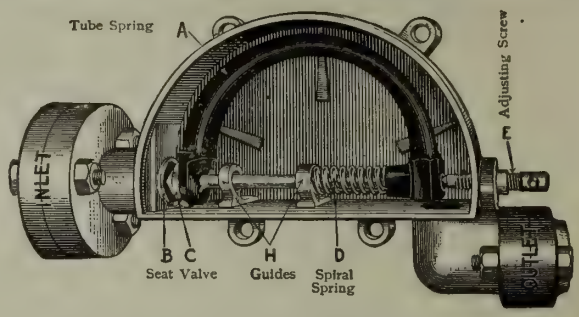
We manufacture a full line of gauges (and gauge testers) for every purpose, including steam, water, air, ammonia, etc. Being the only manufacturers of gauges in Canada, we have taken great pains to produce a line of the very highest quality and utmost reliability. All our gauges are approved by the various provincial boiler and steamboat inspectors, and are sold under a full guarantee of satisfaction.





THE MORRISON LOW PRESSURE WATER FEEDER.

For automatically maintaining a constant water level in low pressure boilers, tanks, etc. Simple in construction, having only one moving part, it seldom requires repairs or attention. The body is cast iron, fitted with heavy spun copper float and tobin bronze lever and valve. Brass test cocks are also provided.



THE HEINTZ STEAM TRAP

There are more than a million Heintz Steam Traps now in use, and they say that "the proof of the pudding is in the eating." Some of the reasons for this universal use are given below; the rest are in a circular which we will gladly send you on request. The Heintz is a thermostatic trap, operating on the difference in temperature between steam and its condensation. It is sensitive to less than one degree, never wastes steam, is the simplest trap made, starts wide open, has immense capacity, is easy to repair—IN PLACE, it cannot freeze, seldom needs attention, hence can be put in any out of the way corner.

Morrison Steam Specialties

Quality in Steam Specialties is not measured by first cost. Neither is it measured by the length and kind of service. It might better be represented by an area—cost multiplied by service. That is the kind of quality—cost related to service, that gives a large quality area—that has made the Morrison Line the most widely used in Canada.

That, too, is the quality that our trade-mark stands for.

IT IS YOUR TRADE MARK J.M.T. REGISTERED GUARANTEE

The Jas. Morrison Mfg. Co., Limited

93-97 Adelaide St. W. Toronto, Canada



THE J.M.T. PRESSURE REDUCING VALVE

This valve has been designed to do with certainty what previous valves have only done indifferently, that is, maintain a constant pressure on the low pressure side of the valve, irrespective of initial pressure changes or varying conditions on the low pressure side. The mechanism by which this is accomplished is our patented improvement on the old style spring type reducing valve. Space not permitting a description, it is sufficient here to state that the J.M.T. represents a consummation of reducing valve design to date. It is sold with an absolute guarantee to be and do all that we claim for it.

We manufacture a complete line of accessories for the power house. Ask us for information concerning the lines in which you are interested.

MORRISON RENEWABLE DISC BRASS VALVES

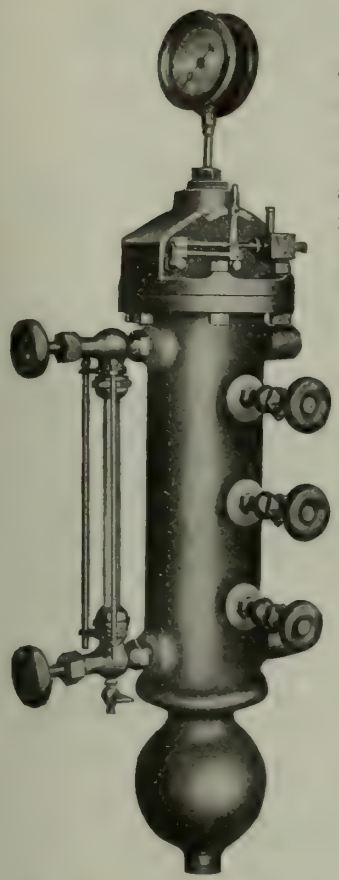
Ultimately the most economical, longest wearing, easily and cheaply repaired. Disc easily and quickly renewed for a few cents, making the valve practically as good as new. Has re-packing gland, which adds to the life of the Packing.

These Valves are large and substantial in design to give free flow and withstand the roughest usage.



Boiler Mountings

Valves and Steam Specialties are part of every heating system and every factory power plant. They are the parts that are liable to wear. They are the parts that the Hardware man can display to good advantage. Every steam-fitter and every engineer is a sure customer for this class of goods. And the Morrison Line is the oldest and best known in Canada.



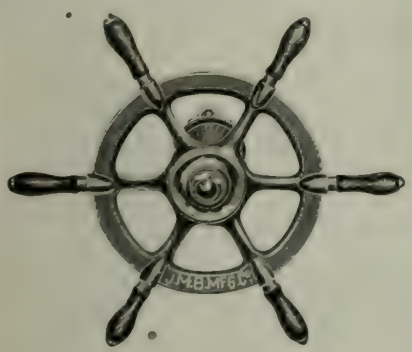
The above cut shows a water column or attaching high and low water alarm, gauge glass, cock article well known to the trade.

Morrison Brass Goods

There is only one successful way to sell goods retail and that is from a good stock. But you can't even sell from a good stock unless the goods are known.

The Morrison Line of Brass Goods has been on the market for upwards of thirty years, and is extensively advertised, regularly, in all of the best trade mediums. It is the oldest, the most reliable and the best known line of Steam and Brass Goods before the Canadian trade to-day. Further, if it is made of brass we have it. Every article we manufacture is sold under our J.M.T. (James Morrison, Toronto) trade-mark, which is an absolute

Guarantee TRADE MARK J.M.T. REGISTERED of Quality.



Marine Hardware.

We manufacture a complete line of Marine Brass Goods, including Yacht and Motorboat fittings, cleats, chocks, brass railings ship's lights, engine room fittings, etc. This is a line that should be pushed by every hardware merchant who is near a lake or stream. There is a big sale of this class of goods to motor boat owners—sell them their hardware at the same time that you sell them their paints.

The cut shows our folding lavatory outfit. It is a great fitting for cruisers.





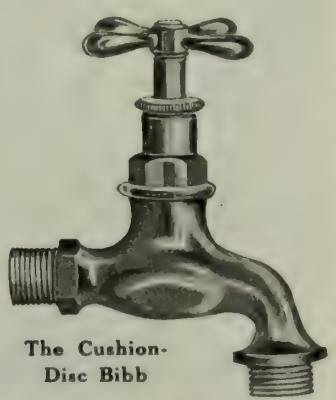
Enameled Ware.

We handle a high-grade line of enameled iron bathroom and lavatory fixtures, including many styles of Baths, Lavatories and Closets. Attention is particularly called to our Elgin Closet. The Elgin is an unusually high-grade wash-down closet retailing at the remarkably low figure of eighteen dollars.

Morrison Steam Specialties.

Quality in steam specialties is vital—as vital to the dealer as to the people whose lives depend on that quality. And quality is not measured by first cost, nor by long and satisfactory services, but by both. It is the combination of reasonable first cost and years of service that is so characteristic of all our goods that has enabled us to build up and maintain for over thirty years the largest business of the kind in Canada. You take no chances whatever on the Morrison Goods. Every article is rigidly inspected, and only such pieces are shipped as will maintain our high standards and fulfil our

Guarantee TRADE MARK J.M.T. REGISTERED of Satisfaction.



The Cushion-Disc Bibb

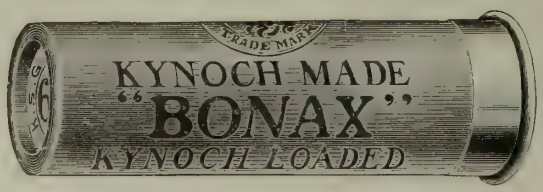
Plumbing Brass Goods and Supplies.

There is good profitable business to be had in the sale of plumbing brass goods when the line you handle is a customer-producer. We have managed to work abiding customer satisfaction into our line. It has been there now for a long time. It has helped us to build up an enviable reputation for this line of goods; and it will help your balance at the end of the year too.

Our line of Plumbing Brass Goods is complete and up-to-the-minute. We will be pleased to furnish the trade with catalogues and price lists.

Kynoch's Loaded Shot Gun Shells

BONAX



Smokeless

Loaded with K. S. G. Smokeless Powder

12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT 1. 2. 3. 4. 5. 6. 7. 8.
NO. 1. SHOT AND SMALLER CHILLED, 25 in a BOX, 500 in a CASE.

KYBLACK



Black

Loaded with Kynoch Black Powder

10 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6.
12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.

All K.B. Shells Loaded with Drop Shot, 25 in a box, 500 in a case.

Kynoch loaded shells may be procured from your jobber.

For the convenience of the trade we are carrying a large stock of all the above loads in Montreal.

Write for a copy of our Ammunition Catalogue.

KYNOCH LIMITED, BIRMINGHAM, ENGLAND

Canadian Representative:

A. MACFARLANE & CO.

Coristine Building, Montreal

THE IVER JOHNSON Truss Bridge Bicycle is made of the finest quality seamless steel tubing, joined with extra long fish-mouth connections. Front fork crown and rear fork ends are forgings.

Bearings are perfect in design, exquisite in workmanship, fast and durable in operation.

Finish consists of five coats of hand-rubbed enamel and heavy nickel over copper plate. Equipment is of the finest. Retail prices from $30 to $55. Juveniles $20 to $25. Full line described in our 82-page book.



IVER JOHNSON

Every dealer knows that the Iver Johnson Safety Automatic Revolver is the finest, most accurate, most reliable weapon sold at a medium price, and is the safest revolver sold at any price. Don't forget to mention the full equipment of permanent tension, unbreakable wire springs.

The wonderful Iver Johnson Motorcycle cannot be described in a few words. If you are interested send for our 82-page book and learn all about this mechanical masterpiece.

This book also tells about Iver Johnson Champion Shot Guns, which are made in all gauges and .44 calibre.

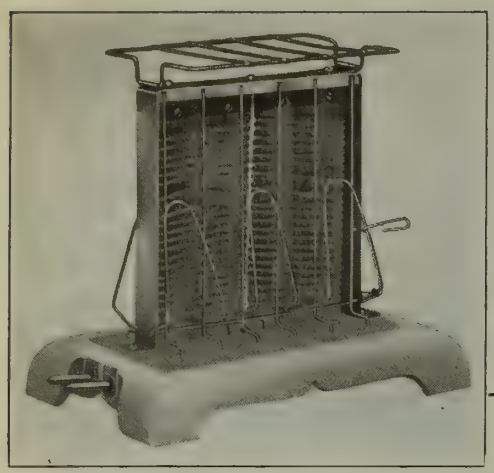
Send for this big free book.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street,
FITCHBURG, MASS.







The "Canadian Queen" Toaster

is superior in efficiency and design, easy to keep clean and the price is within the reach of all.

This REPRODUCED LETTER speaks louder and says more than pages of ordinary advertising. If the "CANADIAN QUEEN" Electric Iron will stand this long and hard usage, don't you think it will give satisfactory household service?

CABLE ADDRESS "COLONIAL"

E H CHART, PRES
A.L MORITZ, VICE-PRES

The Colonial WHITEWEAR CO. LIMITED.

MANUFACTURERS OF
SHIRT WAISTS, SHIRT WAIST SUITS, AND LADIES HIGH CLASS DRESSES

Guelph, Ont. December 26th 1913.

MR. WHEELER,
C/o Flexible Conduit Co.,
GUELPH, ONT.

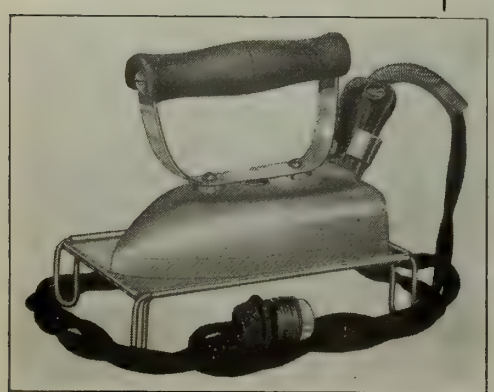
Dear Sir:-

We have been using your Canadian Queen Electric Iron now in our factory for upwards of a year and we are pleased to state that same is an unqualified success, has given better satisfaction than any other electric iron we have used and we believe same is the best value in the market.

Wishing you every success with the Canadian Queen Electric Iron.

Yours very truly,

EHC/2. THE COLONIAL WHITEWEAR CO. Ltd.

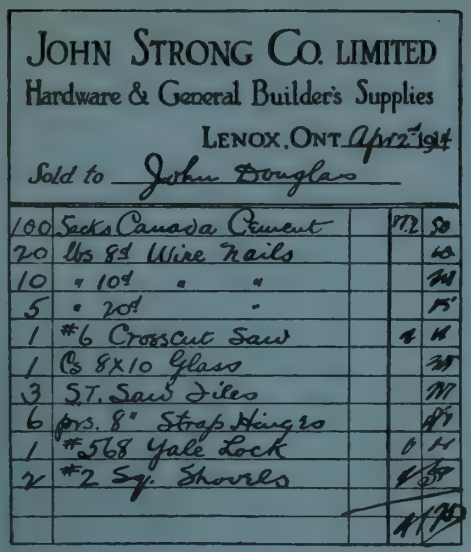


The "CANADIAN QUEEN" Electric Iron is well and favorably known from COAST to COAST, as it is giving the best possible satisfaction in every instance—can be sold to the user at a price that appeals to the multitudes, and at the same time shows the DEALER a good profit.

Ask for descriptive Folder "H" which contains some facts worth knowing.

The Flexible Conduit Company, Ltd.

Guelph, Canada



JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT. Apr 2 1914
Sold to John Douglas

100	Sacks Canada Cement		2.00	200
20	lbs 8d Wire Nails			40
10	" 10d " "			20
5	" 20d " "			15
1	#6 Crosscut Saw		1	1
1	Cs 8x10 Glass			2
3	S.T. Saw Files			1
6	prs. 8" Strap Hinges			1
1	#568 Yale Lock		1	1
2	#2 Sq. Shovels		1	3
				1
				1

Canada Cement Sells the Rest of the Bill.

When a man comes into your store to buy cement for a concrete building, you know that he needs other supplies to complete it. He will naturally buy these at the same time that he buys the cement. The attached bill is a sample of what you can sell him.

To keep this trade, you should sell that kind of cement which will give him the greatest satisfaction.

CANADA Portland CEMENT

is made in twelve large mills, situated so as to supply all parts of Canada promptly and at minimum prices. By producing such large quantities every year, it is not only possible, but economical, to have a well-trained staff of skilled men to oversee every detail of manufacture from the time the raw material enters the mill until it is delivered to you.

CANADA CEMENT COMPANY LIMITED — PORTLAND — CANADA — CEMENT — MONTREAL.

The best way to put yourself in a position to get this additional trade is to write at once for terms to

Canada Cement Company
Limited
912 Herald Building, Montreal

SALES OFFICE AT
Montreal
Toronto
Winnipeg
Calgary

PREMIER ARGUS STEEL RANGE

Burns Coal or Wood

Built for Hard Service—Will Give Lots of It.



THIS is a very neat and attractive Steel Range, showing very little fussy ornamentation or nickel work. Just the natural black iron finish, brightened up with a handsome nickeled name plate fitted in the centre of oven door.

It is strongly built, of good material throughout, and the body is interlined with sheet asbestos to prevent radiation. The lack of ornamentation does not in any way affect the excellent working qualities of this range; it simply lessens the labor of cleaning, makes cooking easier, and reduces the foundry cost to such an extent that we are able to sell the stove at a very nominal figure.

Amongst its many good points, the following are worthy of special mention:—

Oven is square and very roomy, with drop door.

Fire-box is extra large and takes a 19½-in. stick in the No. 9-16 size and a 20-in. stick in the No. 9-18 size.

It has a convenient pouch feed for coal.

Large broiler door.

Sectional top which allows for expansion.

Duplex or flat shaking grates.

Large ash-pan.

Removable reservoir which can be attached to side or back.

Has 4 9-inch cooking holes.

Made in 2 sizes and 4 styles—with 16 and 18 inch ovens

Write for Booklet and Prices.

THE THOMAS DAVIDSON M'F'G. CO., LIMITED

MONTREAL TORONTO WINNIPEG

KIR-BEN FURNACES

are the most complete furnaces ever placed on the market. Every detail is right. They sell easy. They wear well. They save coal to such an extent that the Kir-Ben agent cannot help but build up a profitable trade —the kind of trade that makes you friends and brings new customers.

Health and Safety First

The Kir-Ben Automatic Damper (Patented 1914) not only positively prevents escape of smoke and gas when firing, but permits of the construction of a radiator without openings, as are required by all other constructions, thereby offering to the trade the **only gas-tight and dust-proof radiator made.**

Damper Durability

Thoroughly tested with hard and soft coal and coke. We know it is right. If you will consider for a moment **YOU WILL KNOW IT IS RIGHT.** The damper bar is eight times the thickness of the steel in the radiator. It is cast iron, and has many times the fire-resisting qualities of steel or wrought iron. It is diamond-shaped, adding much to its strength; it is curved, again adding to its strength, like a truss in a bridge; it is four times the thickness of existing damper collars and flaps; altogether it is a **common-sense, durable and useful article** that when you see it you will believe in, if you stop a moment and think of the above facts.

We started to ship goods in April. By August first we had received **repeat orders** from over seventy per cent. of our customers, and that list contained names of reputable, established concerns only—a list that any corporation would be proud of.

Send for further information.

KIR-BEN AGENCY IS THE BEST

KIR-BEN, LIMITED, Almonte, Ontario



CATALOGUE NO. 60.

"GOOD CHEER"

STOVES AND FURNACES

JUST ISSUED

Copies are being forwarded to our customers.

Should yours not reach you promptly, please advise.

If we are not already represented in your town, the opportunity is yours of securing an agency for the line of stoves and furnaces which

MAKE THE HOUSE MORE LIKE HOME

Write for Catalogue to-day.

The James Stewart Mfg. Co., Limited

Woodstock, Ontario

or to THE JAMES STEWART MFG. CO., LIMITED
149-151 Notre Dame Ave. E., WINNIPEG, MAN.



HUGHES ELECTRIC RANGES



Hughes Electric Ranges are known the World over as the only perfect Electric Stove on the market.

They make cooking automatically perfect.

They keep the kitchen as cool and clean as the parlor.

They have a fire that carries its own fuel —leaves no ashes or soot, and gives off no smoke or gas.

Heat is controlled by the simple turning of a switch.

Economical and Easy to Operate

Over 2,000 in daily use in the City of Winnipeg

WRITE FOR DESCRIPTIVE LITERATURE AND PRICES

The Mainer Electric Co.

WINNIPEG

"SOVEREIGN" TREASURE

SIX-HOLE STEEL PLATE RANGE

Highest Grade Steel Range on the Market

With entirely New Dress. Fitted with our latest Patent Ventilated Long Life Firebox Linings. Are so constructed that there is a continuous current of air behind the Linings and connected with Ventilator Pipe to Flues of Range; this prevents warping, also gives additional heat to the Oven. Fireback and Firefront Sections are interchangeable and interlocking.



Large Broiler or Toaster Door.

Lift-off Nickel.

Every Range fitted with Thermometer.

Complete Top Burnished (or Polished).

Special Wood Firebox Takes 28-in. Wood.

Tile High Closet, Green or Ivory Tile.

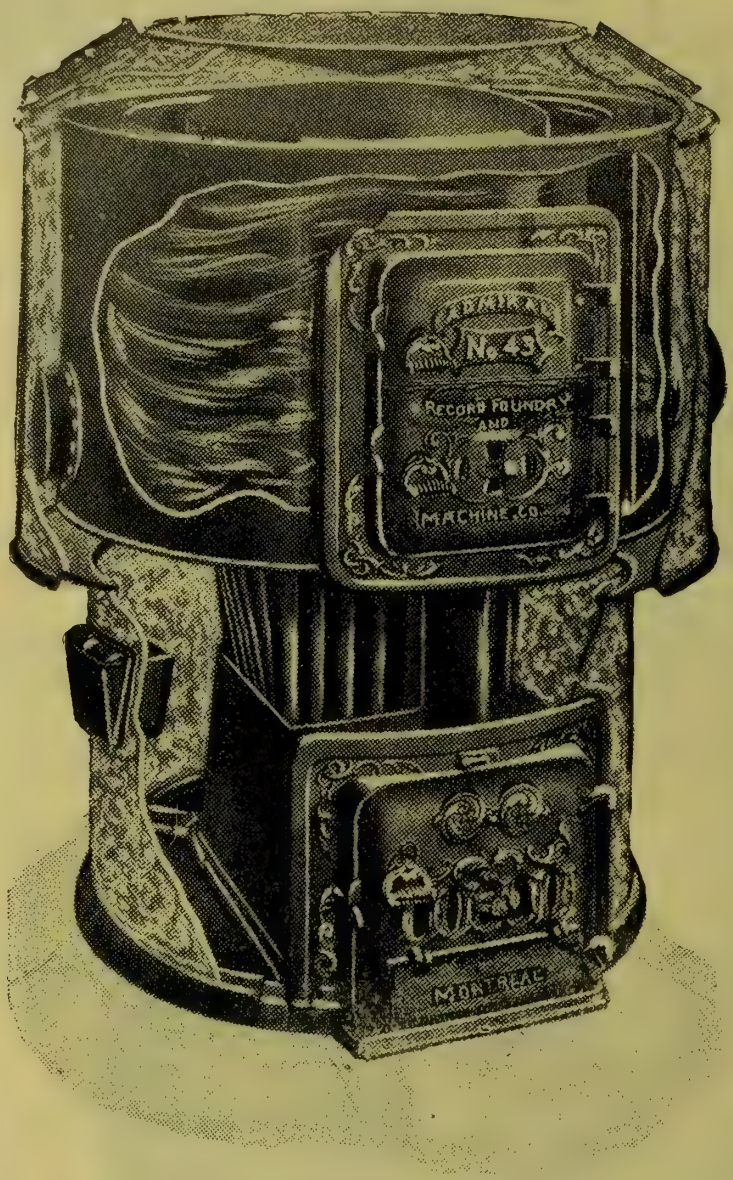
Glass Oven Door.

Our complete line of "Treasure" Stoves and Ranges at Toronto Exposition. See all our latest improvements. Our Representatives will be there to give you every attention.

The D. MOORE COMPANY, Limited, HAMILTON, CANADA

WESTERN DISTRIBUTORS:
WINNIPEG—Merrick Anderson Co., Ltd.
VANCOUVER—John Burns.

MONTREAL:
H. G. Jackson, 2128 St. Lawrence Boulevard.



Special Features of the

Admiral Furnace

Large steel radiator, giving a quick heat from fuel.

Large combustion chamber with flues 4 x 24 inches that do not clog up with soot.

Large double feed doors specially adapted for wood.

Smoke pipe opening above the feed door which prevents the smoke from coming out of the door when feeding coal.

Gas-tight radiators designed and constructed to provide equal expansion of all parts when heated so as not to open the joints.

Square firepot in one piece. The Boynton Special patent feature.

Direct or indirect draft with gas explosion door.

Removable triangular grates.

Large ashpit with tight dust flue.

You'll find the "Admiral" a good line for profit, demand and satisfaction.

Write for particulars.

The Record Foundry & Machine Co.

Foundries at MONCTON, N. B.

SALES AGENCIES AT

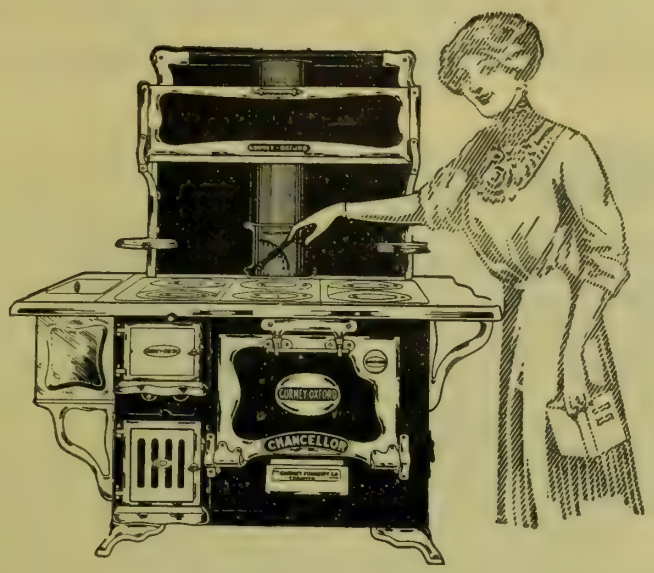
Moncton, N. B.; Toronto, Ont.; Montreal, P. Q.; Winnipeg, Man.; Vancouver, B.C.

Note Novel Construction of Firepot

The scientific construction of this Firepot is such that every separate RIB or SECTION forms a BRACE for the other, making it absolutely impossible for any two sections or ribs to WARP or CRACK at the same place. The corners of the pot being perpendicular permit rapid clearance of the ashes, thus giving quick radiation of heat. The top forms a COMPLETE CIRCLE, while the bottom a PERFECT SQUARE, thus allowing a large amount of grate surface.



Burns Hard or Soft Coal or Wood



A Triumph In Stove Making

The Chancellor is the most satisfactory stove to use; therefore it's the easiest stove to sell.

A woman wants a stove that produces results—that cooks with certainty—that provides an oven she can absolutely depend upon. The Chancellor system of divided flues carries the heat directly from the fire all around the oven; the oven-heat is uniform.

Fuel economy is an important consideration. The Chancellor fire is held on grates that provide so great a surface to the air that combustion is perfect. The fire burns cleanly and evenly, without clinker-waste.

The Chancellor is equipped with the Gurney Oxford Economizer, the best draft system ever devised for a range. The Economizer enables the Housewife, with one turn of a handle, to dampen the fire down to a spark when not in use, or to revive it to a hot, steady blaze when required.

The Chancellor is a heavy, durable stove. It is economical in fuel, produces splendid results, and is the acme of simplicity to operate.

The Chancellor bristles with selling points, and that is why it is the easiest and most profitable range to sell.

GURNEY-OXFORD

The Gurney Foundry Co.

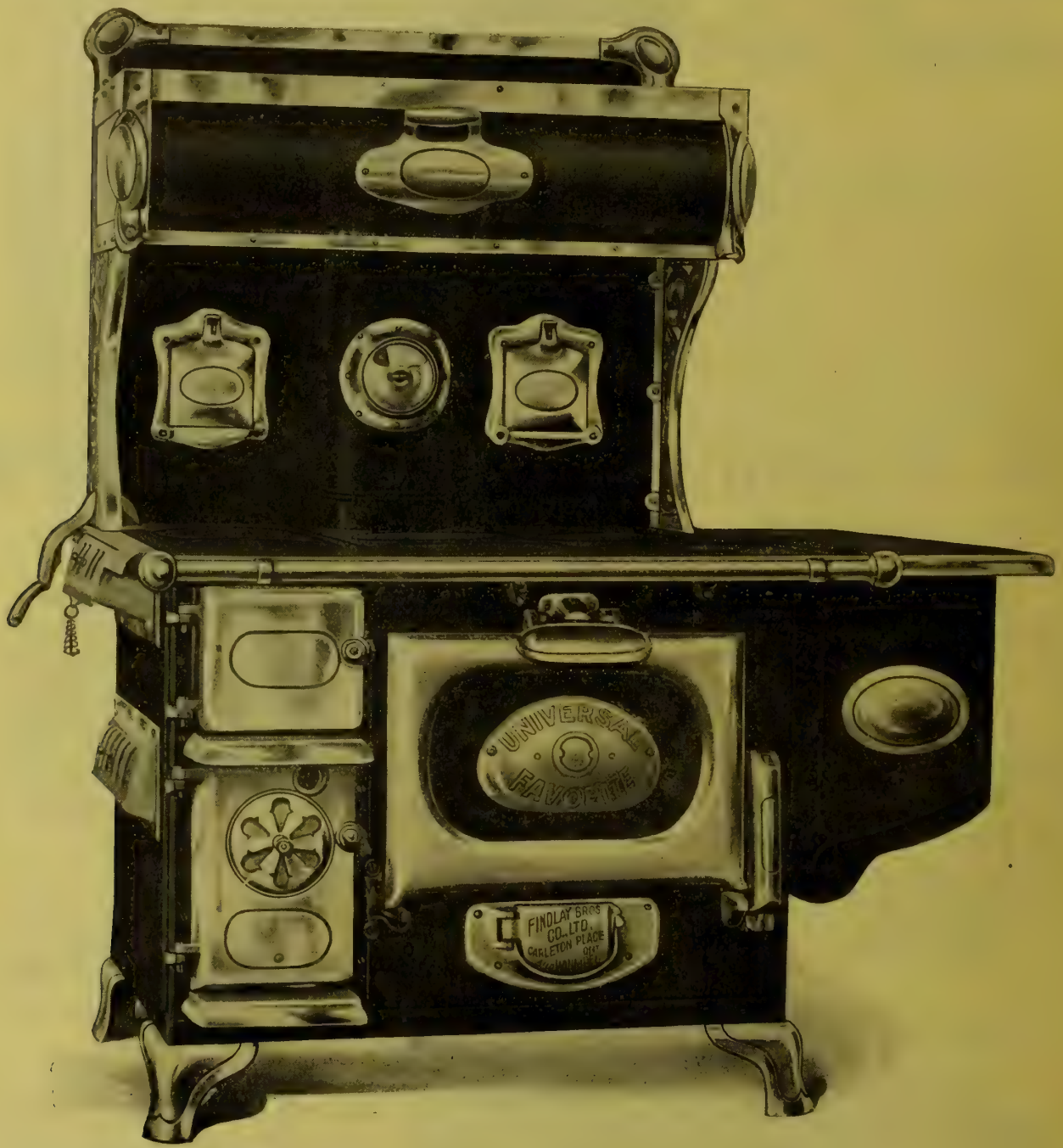
LIMITED

Established 1843

TORONTO CANADA

GURNEY-OXFORD

Findlay's Favorite Stoves and Ranges have style and individuality that make them quick sellers and a profitable line to handle. One sold in a neighborhood means the sure sale of a number of others.



The Universal Favorite is a High-Class Family Steel Range and will command the best trade of your district.

Be on the lookout for our new catalogue, which will be issued to the trade about September 1st.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

WHOLESALE AGENTS: REVILLON WHOLESALE LTD., EDMONTON, ALTA.

The Favorite Line has class and style. The Semi-Plain Design, smooth castings and well-fitted joints are a few of the features which attract and make Favorite Ranges easy to sell.



The Regal Favorite is a High-Class Family Cast Range, especially adapted for rural homes. Be on the lookout for our new catalogue, which will be issued to the trade about September 1st.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

WHOLESALE AGENTS: REVILLON WHOLESALE LTD., EDMONTON, ALTA.

THE ROYAL JEWEL

THE RANGE OF QUALITY

The highest type of STEEL RANGE yet manufactured

IMPROVED DESIGN:

HEAVY Polished Top.
HEAVY Fire Backs.
HEAVY Grates.
HEAVY Body, with thick asbestos lining.
HEAVY Well-constructed Oven.

THE NICKELED PARTS are PLAIN, and are therefore easily cleaned and kept clean.

No Bolts, Nuts or Screws appear on the outside of the Nickeled parts.



MANY STYLES—FOUR SIZES—16, 18, 20, and 22 INCH OVENS.

The Royal Jewel Will Advertise Your Business.

Like the British Army, the Royal Jewel will stand up under heavy firing and can be relied upon to do splendid work, even under adverse conditions. It will do its duty faithfully, this day and every day throughout the year.

STOVE DEALERS should make a display of their lines, both Heaters and Ranges, as early as possible; the present is not too soon. It is splendid, inexpensive advertising; prospective customers will be interested, and sales made for present or future delivery that might otherwise be lost.

THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON TORONTO MONTREAL WINNIPEG

A FORECAST

An early cool Fall—that is the time your customers will require

McClary's

"FAMOUS" OIL HEATER





McClary's "Famous" will be a comfort and convenience to your customers.

It will keep the temperature of their rooms at an even heat.

It will save them bothering with their regular heating system for many weeks and can eventually be used as an auxiliary in the winter time.

The selling points of the "Famous" are:

The one-piece Copper Oil Tank—no (leaky) repair bills.

The solid brass burners—durability.

The easy, clean method of replacing the wick—convenience.

The automatic wick-locking device, and the exact oil indicator—safety.

Ask for circulars and more particulars.

McClary's on goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

McClary's Domestic Ranges possess

A uniform, bright, attractive appearance
"Famous Semi-steel Fire-box" linings
An economical flue construction
A perfectly proportioned Fire-box
A construction that lasts a lifetime

McClary's Hotel Ranges possess

Capacity for all requirements
Heavy, durable construction
The adaptability of increasing to any size desired
The universal reputation for satisfactory service

McClary's Heaters possess

An inviting and distinctive appearance
Removable, easy-to-clean nickel trimmings
Powerful heating capabilities
Individuality of construction

McClary's "Champion" Ranges possess

Two ranges in one
The facility of burning Coal, Gas and Wood
The same durable construction as our steel ranges
The distinction of being the only interchangeable range on the market
The satisfied approval of all users

McClary's Furnaces possess

The Water-pan in the right place
Extra large radiating surface
Straight semi-steel two-piece Fire-pots
A large, removable Ash-pan
Efficient Clean-outs
An effective dust damper

"McClary's on goods is a Quality Name"

McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON EDMONTON

CANADIAN NATIONAL EXHIBITION - TORONTO

AUGUST 29th to SEPTEMBER 14th

McClary's

will be exhibiting in the Stove Building in first booths on left of Main Entrance

The following "Famous" goods will be exhibited:

Sask-Alta Range
Kootenay Range
Regina Range
Garry Range
Pandora Range
Rob Roy Range
Ladies' Aid Range

Hotel Ranges

"Famous" Baseburner
"Gladona" Baseburner
Belle Oak Heater
Very Hot Blast Heater
Tortoise Heaters

"Champion" Interchangeable Range
Gas Ranges
"Sunshine" and "Radium" Furnaces
Registers

McClary's

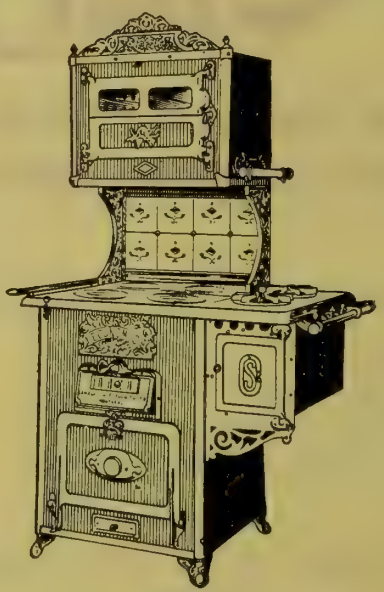
LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B.
HAMILTON CALGARY SASKATOON EDMONTON

THE MOST UP-TO-DATE LINE OF Stoves, Ranges and Heaters

Highest Quality ***Lowest Prices***



Quebec Heaters in 4 sizes.



ECONOMIC Combination Gas and Coal Range.



Royal Quebec with Triplex grates.



Square Top Heaters in 2 sizes.

Write for Catalogue and Prices



No. 44 Improved Quebec with flat grate and 4 lids.



Quebec Heaters with Steel Oven.



Improved Quebec with grate and N. P. trimmings.



Royal Quebec with Triplex grates and oven.

CANADA STOVE & FURNITURE CO., Limited

Stoves and Heaters Manufacturers and General Founders

Showrooms :
91½ Delorimier Ave., Montreal

Foundry and General Offices :
Ville St. Laurent, P. Q.

Good, steady profit-makers

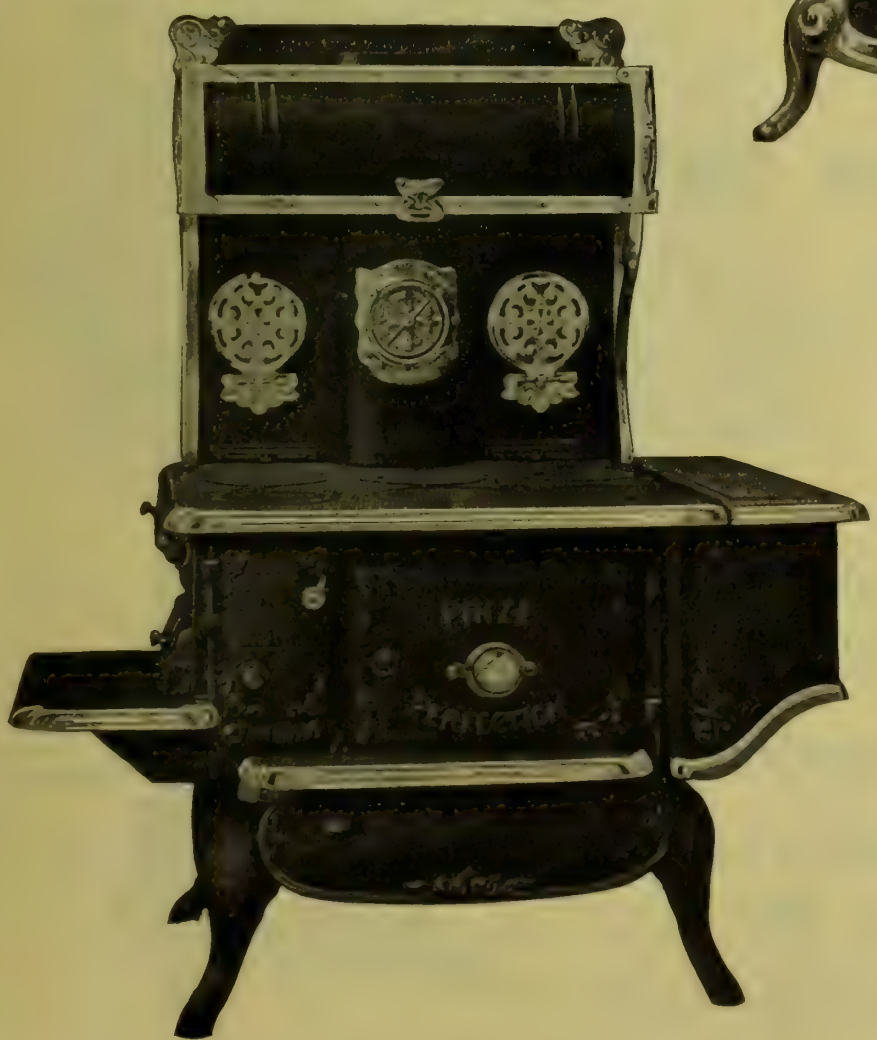
THE Smart quality is apparent in every line, bolt and nut of these two selections from the large line of cooking and heating apparatus manufactured under our mark.

The PRIZE PERFECTION

A finely built range for hard or soft coal or wood. Patent duplex grates, warming closet and water reservoir. In two sizes. Shipping weight from 410 and 460 lbs.; four or six holes.

The James Smart Mfg. Co. Ltd.
Winnipeg, Man. **Brockville, Ont.**





The CUBA

The most effective heater made to use with all fuels.

Strong and sturdy, beautifully finished, and a heat maker of the first order.

Shipping weight 200 lbs.

You should have both of these for Fall business.

Write us your requirements.



The PILOT LINE will guide to you a larger and more profitable stove trade.

Pilot Alerta

High Class **Medium Priced**

Range

A NEW STYLE, especially adapted for town and city trade. Four No. 9 holes; unbreakable steel top; oven 16 x 20; duplex draw-out; double shaker grates; body made of high-grade Wellesville blue steel. Supplied in either plain or nickel finish, square, and with copper reservoir.

Pilot Park Oak

This is our new line of Oaks, and, we believe, it has no equal for appearance, durability or price.

Mica door, screw dampers, lever clamp catches on doors, center discharge grate.

Magazine for all sizes. Handsomely nickelled throughout.

A trial will convince you of their quick selling qualities.

Drop us a card for specifications and price.

BE SURE TO SEE OUR EXHIBIT IN THE STOVE BUILDING AT THE CANADIAN NATIONAL EXHIBITION.



The Hall Zryd Foundry Co., Ltd.

Manufacturers of

PILOT STOVES, RANGES and FURNACES

Hespeler, Ont.

Western Agencies:—G. A. Zryd, 288 Princess St., Winnipeg, Man.; R. Forbes Auld, P.O. Box 1530, Calgary, Alta.; Sault & Porteous, 160 Third Ave., N.W., South Edmonton, Alta.; R. W. Biggar, P.O. 1032, Vancouver, B.C.

The PILOT SUCCESS

—a Warm Air Heater That Makes Furnace Sales Lively



Because of the improved fire travel, large combustion chamber, immense radiating surfaces throughout and large air space between combustion chamber and radiator, and the fact that **all** inflammable gases from the coal are mixed with air in the great fire dome and ignited, **a ton of coal goes further, and produces a more efficient heat, than any other heating system.**

The Pilot Success Grate is exceptionally strong and durable and very simple, consists of four triangular bars arranged in pairs. One pair can be shaken without disturbing the other. This makes it easy to clean the fire.

Our New Steel-Trussed Firepot, which is now used in the Pilot Success, has **a square steel rod passing around each section of the firepot, through the flanges of the pot.** The rod is situated about one inch from the body of the pot and is fused into the centre of the flanges.

This rod and the flanges increase the radiating surface of the pot 92% and **render the pot absolutely free from bulging, warping or contracting.**

This firepot is GUARANTEED FOR FIVE YEARS.

Call and see us at the Canadian National Exhibition. We'll take pleasure in demonstrating the Pilot Success to you. If you cannot come, write for circular containing full information.

The New Steel-Trussed Firepot



The Hall Zryd Foundry Co., Limited

MANUFACTURERS OF

PILOT STOVES, RANGES AND FURNACES

Hespeler, Ontario

Western Agencies: G. A. Zryd, 288 Princess St., Winnipeg, Man.; R. Forbes Auld, P.O. Box 1530, Calgary, Alta.; Sault & Porteous, 160 Third Ave., N.W., South Edmonton, Alta.; R. W. Biggar, P.O. Box 1032, Vancouver, B.C.

Black Diamond Furnace

The Black Diamond is the result of high-grade material, skilled workmanship and our aim to produce a more economical and efficient furnace than has hitherto been known to the trade.

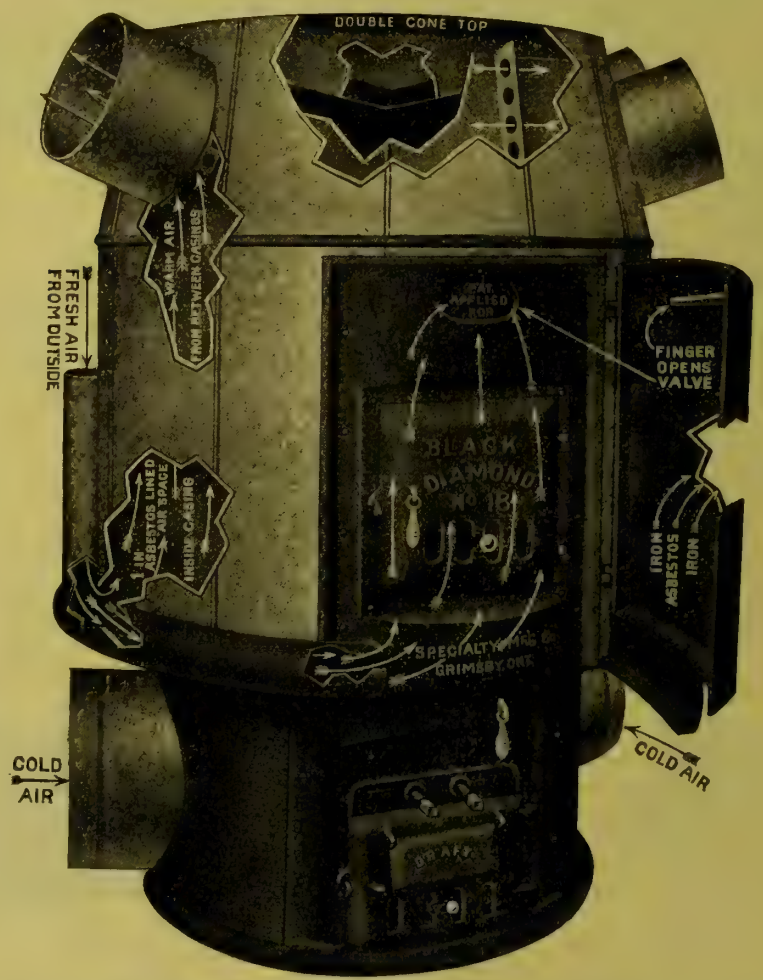
It has clearly proved our success, and the secret lies in our double casing and heat-retaining door.

By means of this asbestos-lined double casing, pure fresh air from outside the building is delivered to rooms without going through furnace at all.

This double casing and our heat-retaining door confine the maximum of heat to the living rooms instead of heating the cellar, as other furnaces do.

The Black Diamond Furnace is built with particular care towards insuring simplicity and accuracy of installation.

A proper **installation** combined with our **Double Casing** is guaranteed to produce a **perfect heating system.**



If you are interested kindly drop us a card and we will have our representative call and explain fully.

We also manufacture **Ranges, Oaks and Tortoise Heaters, and Hardware Specialties.**

Specialty Manufacturing Co.

GRIMSBY, ONTARIO.

Huron Stoves W Always Please

HURONIC
Cast Range

Extended pattern with Steel High Closet

Burns any Fuel

We use nothing but the highest grade of pig iron for our castings.

This accounts for the EXCELLENT FINISH of our goods.





The Huronic is a handsome and compact range.

The fire-box is fitted with duplex grates, and is scientifically constructed to correspond with the size of the oven, in order to economize fuel and get the best baking results.

The Huronic is fitted with removable nickel bands on top and hearth plate, and although of plain design, is highly finished and a most easy range to clean.

Made in four sizes. Write for specifications and price.

Our progress proves the popularity of "Huronic" Stoves, Ranges and Furnaces.

From the smallest to the largest foundry devoted exclusively to the manufacture of stoves, ranges and furnaces in Canada. In twelve years our molding shop alone has been increased from 70 feet to 550 feet.

Why not get in on these business-builders and good money-makers?

All goods are shipped on receipt of order.

Write for catalog.

The Western Foundry Company, Limited

Wingham, Ont.

"NATIONAL" ELECTRIC RANGES



Model A4

AT LAST!

Electric Ranges at Moderate Prices

Serviceable and Efficient

Made in Two Models

"A2," 2—8-inch Hot Plates, Oven and Broiler.
"A4," 2—8-inch and 2—6-inch Hot Plates, Oven and Broiler.

Food cooked by Electricity retains all its nutritious qualities.

The many advantages are obvious.

Get our descriptive literature and prices.

See us at the Toronto Exhibition, Industrial Building.

The National Electric Heating Co., Limited,
TORONTO, ONT.

The New Warm Air Furnace

200 Series Empire King

A PURELY CANADIAN-BUILT FURNACE

The scientific construction of this furnace gives the greatest area of radiating surface, extracting every possible heat unit from fuel used—hard or soft coal, coke or wood.

Castings are made from Aluminum matchplate patterns; firepot in two heavily flanged sections; four triangular bars easily removed through ashpit; easily cleaned back and front; large double feed door for wood blocks; one to one and a half hours saved in levelling, as base ring and ashpit bottom are connected by radial arms; being low is adaptable to low cellars. These are some of the features of the Empire King.



Write for full particulars.

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONTARIO

WAR SPECIAL FROM OTTAWA

HAVE YOU ENLISTED our line of Maple Leaf ranges and heaters to enable you to get OFF TO THE FRONT in closing sales this fall.

THE BATTLE OF TO-DAY is getting business.

IT IS RIGHT IN YOUR STORE now; but you do not fight alone.

WE FIGHT WITH YOU. Our goods; Our prices; Our experience; Our co-operative sales plan are at your disposal.

We manufacture a full line of steel and cast ranges, heaters and warm air furnaces.

A size and style for every requirement of use and pocketbook.

Every article absolutely guaranteed.

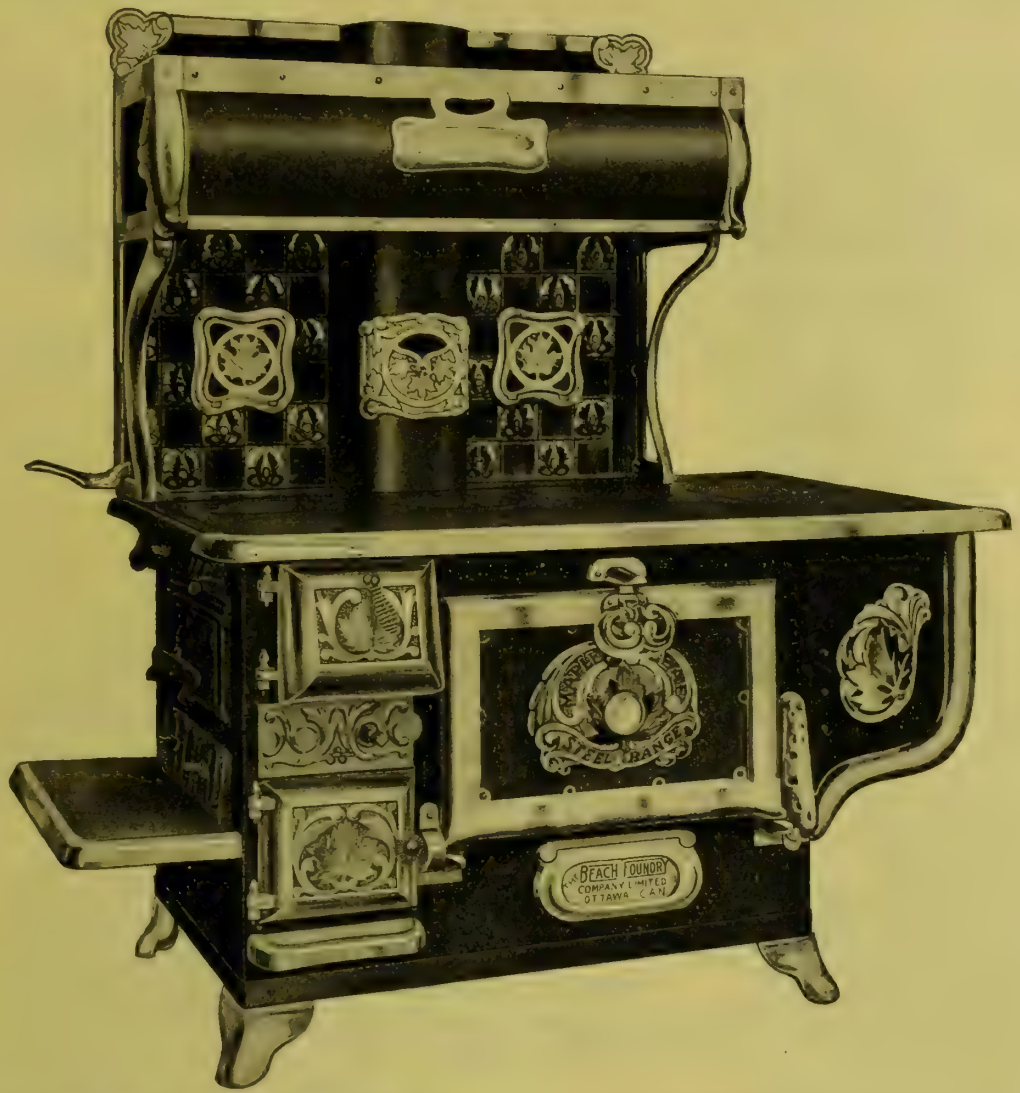
Our line includes the latest designs. Among them is the particular one you are looking for, and presents the opportunity required to turn your stove trade into the most profitable department of your business.

Let us demonstrate this to you.

If trade is slow with you during this period of uncertainty, we can make you a proposition that will turn the tide.

The Beach Foundry Company Limited

OTTAWA, ONTARIO



EVERY STOVE DEALER should see the range which will give him control of the business in his locality.

THE BIG VALUE STEEL RANGE, with extra large firebox, top cooking surface, and oven made of the finest heavy gauge steel and beautiful smooth nickel castings, which has proved by its years of service to be the best value in a large steel range now on the market.

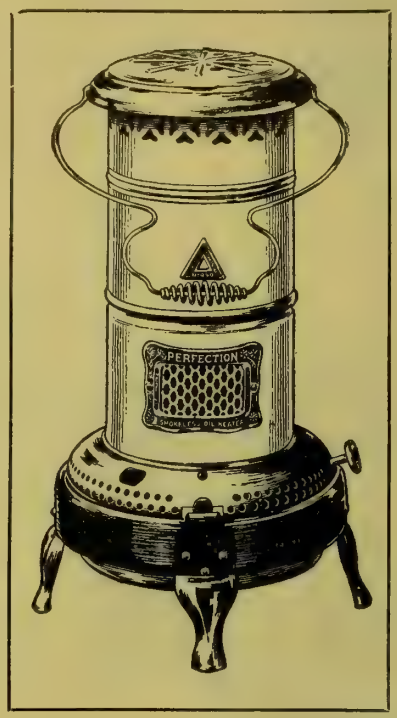
THE OVEN is 22 x 20 x 13¾ inches, and here is where you score, as the other fellow is paying more for a range with an oven only 20 x 20.

ANOTHER EXCLUSIVE FEATURE about this range is the cast iron frame around the oven against which the oven door closes, making an absolutely perfect-fitting oven door.

BUT WHY NOT see this range for yourself at our expense? Examine it thoroughly. The design, the ready-for-action appearance, will appeal to you. Then when you know the price and about our co-operative sales plan, you will become another of our enthusiastic agents. Write to-day.

The Beach Foundry Company, Limited

OTTAWA, ONTARIO



THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS

don't smoke because they are built right. They mix oil with air in just the right proportions—consequently you get a clear, bright flame, without a trace of smoke or smell.

PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

THE IMPERIAL OIL COMPANY, LIMITED

Toronto	**Montreal**		**Winnipeg**	**Vancouver**
Ottawa	**Quebec**		**Calgary**	**Edmonton**
Halifax	**St. John**		**Regina**	**Saskatoon**

ARE YOU OPEN TO

INCREASE YOUR PROFITS AND SALES?

With the

"GARLAND" line of Base Burners

acknowledged as the best for 30 years, you can command the lion's share of the Base Burner Trade in your locality. Don't let the other fellow get the business. Every "GARLAND" sold means a splendid profit and a satisfied customer.



"ART GARLAND"



"EMPIRE GARLAND"

They are guaranteed to give more heat with less fuel than any other stoves on the market. Have you the Agency in your locality? If not, write to-day for literature and prices.

BOWES, JAMIESON LIMITED

ESTABLISHED 1883

HAMILTON ONTARIO

Western Distributors :
MARSHALL WELLS CO., Winnipeg, Man.

Western Distributors :
PEART BROS., HOWE CO., Regina, Sask.

PENINSULAR STOVES & RANGES

CLARE BROS & CO

HECLA FEATURES

—

Fused Joints

—

Circular Water Pan

—

Individual Grate Bars



HECLA FEATURES

—

Steel-Ribbed Fire Pots

—

Cast Iron Combustion Chamber

HECLA WARM AIR FURNACES

Send for Catalogue and Prices and for our **Advertising Proposition.**

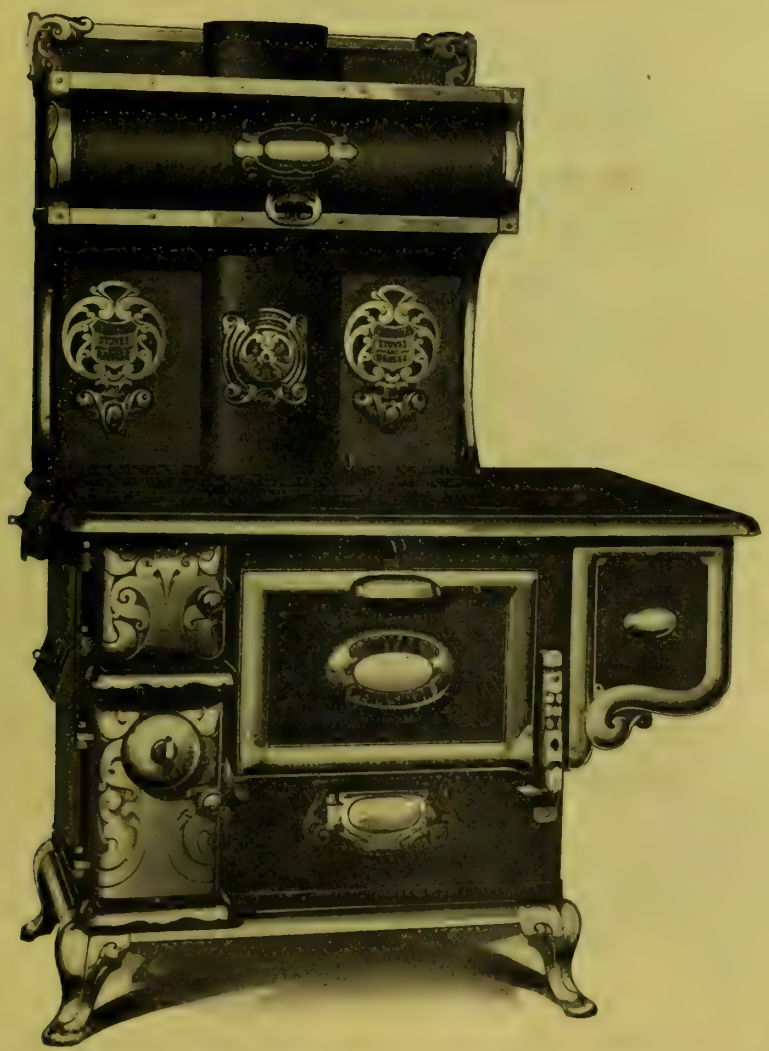
Clare Bros. & Co., Limited, Preston, Ontario

BRANCHES:

Clare & Brockest, Winnipeg; Race, Hunt & Giddy, Edmonton; Reynolds & Jackson, Calgary; J. M. Kains & Co., Vancouver; The Mechanics' Supply, Quebec.

PENINSULAR STOVES & RANGES

CLARE BROS & CO



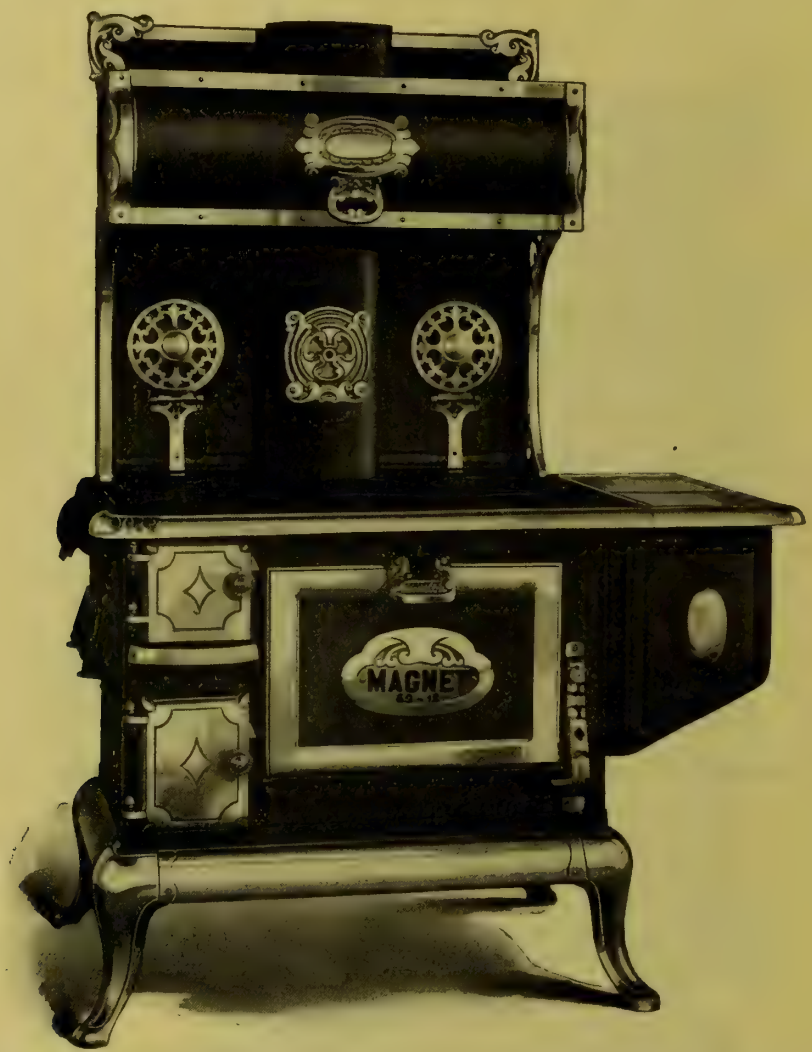
The Rival Peninsular with Reservoir and High Closet. For Coal and Wood. A New Steel Range. Medium Price. Three sizes, 16, 18 and 20-inch ovens. Body and High Closet Polished Steel. Highest Grade Nickel Plating. Write for prices and full description.

Clare Bros. & Co., Limited, Preston, Ontario

BRANCHES:

Clare & Brockest, Winnipeg; Race, Hunt & Giddy, Edmonton; Reynolds & Jackson, Calgary; J. M. Kains & Co., Vancouver; The Mechanics' Supply, Quebec.

PENINSULAR STOVES & RANGES



The Magnet Peninsular with Reservoir and High Closet. For Coal and Wood. Another New Steel Range. Lower in Price than the Rival. Made in two sizes, with 16 and 18-inch ovens. The Rival and the Magnet will enable you to overcome low-priced competition, because the prices are right and the quality first-class.

MADE BY

Clare Bros. & Co., Limited, Preston, Ontario

BRANCHES:

Clare & Brockest, Winnipeg; Race, Hunt & Giddy, Edmonton; Reynolds & Jackson, Calgary; J. M. Kains & Co., Vancouver; The Mechanics' Supply, Quebec

PENINSULAR STOVES & RANGES

CLARE BROS & CO. LIMITED





THE FANCY OAK

Sizes.	Dia. of Body.	Weight.
112	12 ins.	110 lbs.
114	14 ins.	130 lbs.
116	16 ins.	150 lbs.

THE HERO OAK

Sizes.	Dia. of Body.	Weight.
112	12 ins.	100 lbs.
114	14 ins.	120 lbs.
116	16 ins.	140 lbs.

Made with Magazine and Mica Door.

Clare Bros. & Co., Limited, Preston, Ontario

BRANCHES :

Clare & Brockest, Limited, Winnipeg ; Race, Hunt & Giddy, Edmonton ; Reynolds & Jackson, Calgary ; J. M. Kains & Co., Vancouver ; The Mechanics' Supply, Quebec.



The NATIONAL LINE of BUILDERS' HARDWARE

combines high quality, fine finish and attractive design



The door trimmings illustrated herewith represent our new OSBORNE DESIGN No. 67, which we carry in stock in its standard finishes in **Front and Inside Door Sets,** as well as **Sliding Door Latch Sets, Letter Box Plates, Bell Sets,** etc.

They are proving splendid sellers and the addition of this new line will tone up your builders' hardware sales for the Fall.

We will be glad to have you write your jobber or us for full particulars and prices.





The NATIONAL Steel Rim Lock

is exceptionally strong and durable. The locking mechanism is very simple—there is nothing that can possibly get out of order.

Write for quotations.

National Hardware Co.

Limited

Orillia, Ontario

Interior of Merritt & Co.'s Bent Goods Factory, Chatham



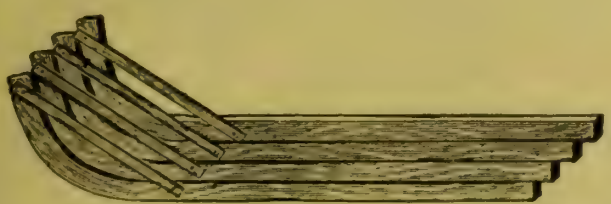
Equipped with the Most Modern and Up-to-date Machinery

High-Grade

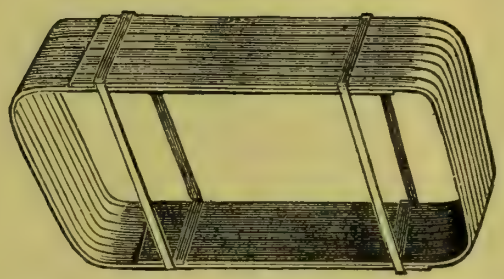
Carriage, Wagon Automobile, Cutter and Sleigh Woodwork

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

The profit and your customers' satisfaction mean much to you.



Sleigh Runners—All Bends.



Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims, Agricultural Rims, all sizes and heights.

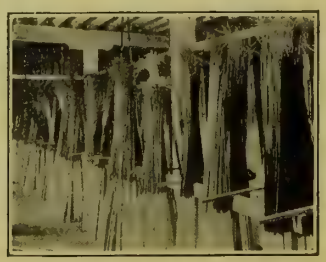


Cutter Runners, Cutter Knees, Cutter Fenders, and Cutter Dash Posts.

Merritt & Company

CHATHAM, ONT.

"The Line of Quality"







The Most Complete Whip Factory in Existence

BUGGY WHIPS. TEAM WHIPS. CART WHIPS.
EXPRESS WHIPS. BINDER WHIPS. TRACK WHIPS.
RIDING WHIPS. TOY WHIPS. DROVER WHIPS.
STALLION WHIPS. BULL WHIPS. TRAINING WHIPS.
COACH WHIPS. RIDING CROPS. COWBOY QUIRTS.
REPAIR TOPS. ALL LINES LASHES. ALL KINDS OF STOCKS.

The Hamilton Whip Co., Hamilton, Canada



When You Place Your Order Be Sure To Specify

BURMAN'S BRITISH CLIPPERS

Your Customers Will Appreciate The Difference

The **BURMAN** is the most serviceable clipper made. It will clip any hair—no matter how thick, in the shortest possible time, and leaves a beautiful silky finish. Has cut gears and interchangeable parts.

British-built from the best materials, every clipper is fully guaranteed.

Costs no more to the user than other makes, though it's a better machine.

It's a Better Proposition for The Dealer

Hand Clippers **Power Clippers**
Barbers' Clippers **Sheep-Shearing Machinery**

CLIPPERS OF ALL KINDS

SOLD BY ALL JOBBERS



Don't buy without first investigating the "Burman."

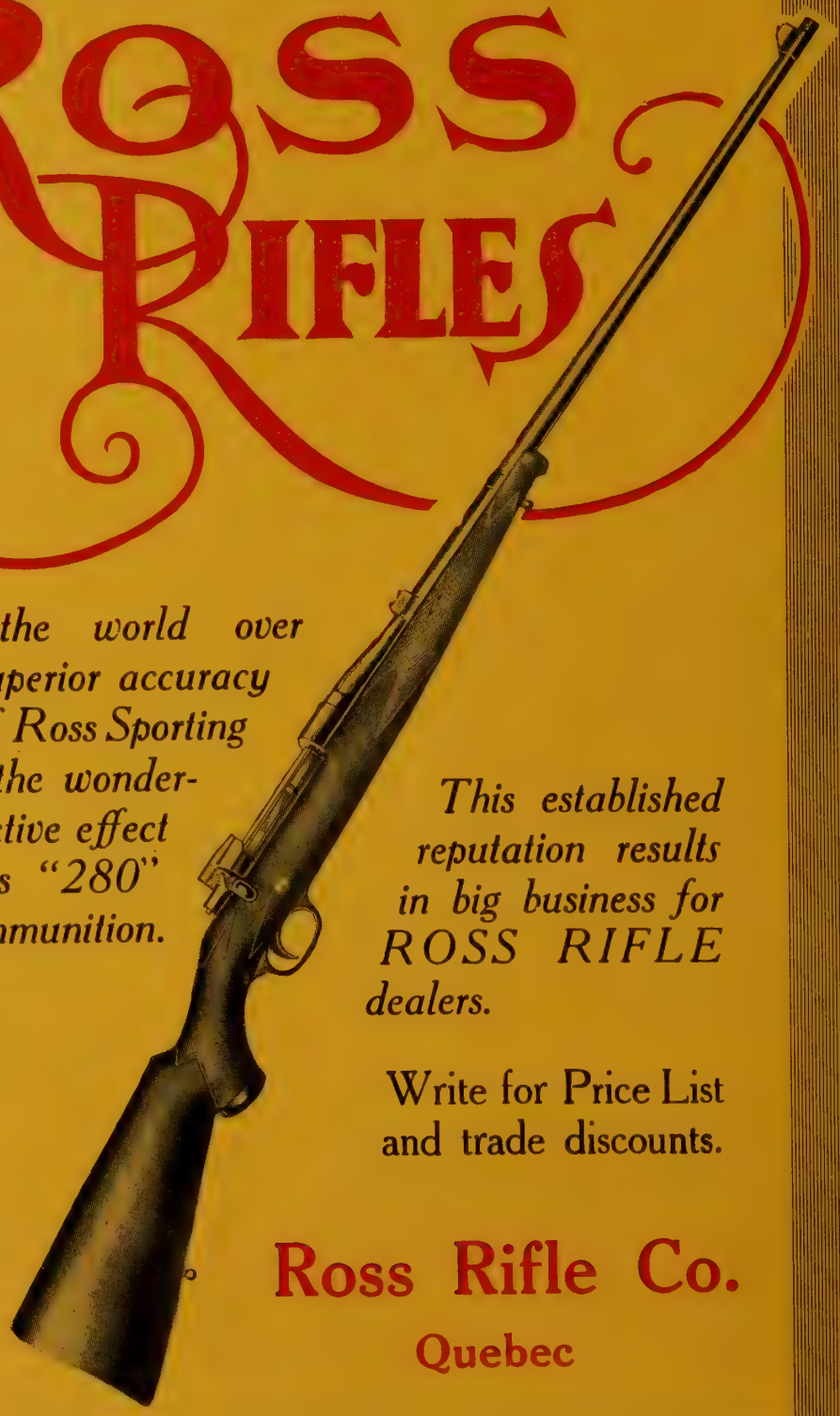
Full stock of parts carried at Montreal.

Sole agents for Canada:

B. & S. H. THOMPSON & CO. LIMITED

TORONTO MONTREAL WINNIPEG

ROSS RIFLES



Sportsmen the world over admit the superior accuracy and power of Ross Sporting Rifles, and the wonderfully destructive effect of the Ross "280" Sporting Ammunition.

This established reputation results in big business for ROSS RIFLE dealers.

Write for Price List and trade discounts.

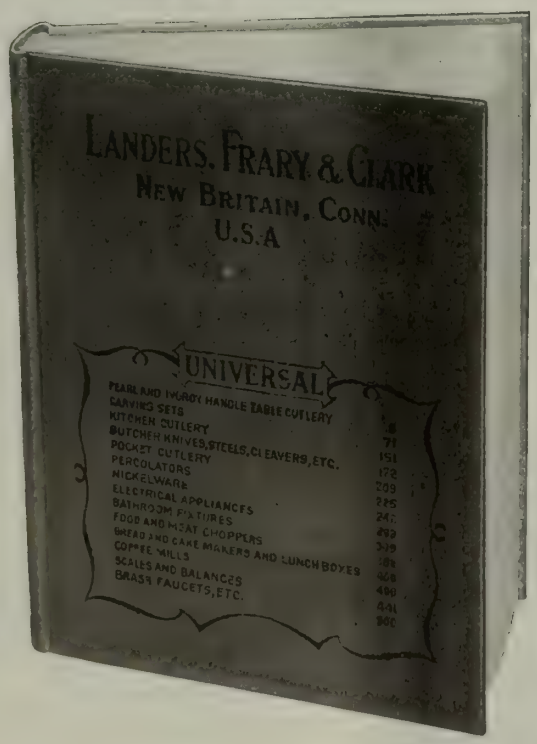
Ross Rifle Co.

Quebec

Now Ready for Distribution

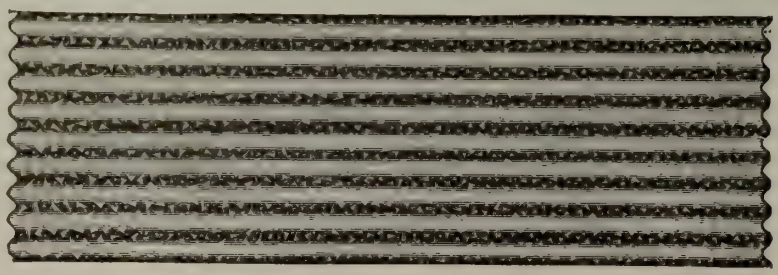
UNIVERSAL CATALOGUE

Cutlery, Nickelware, Alcohol Stoves, Electric Appliances, Bathroom Fixtures, Food Choppers, Bread Makers, Coffee Mills, Sad Irons, Scales, Brass Goods, etc.



This complete catalogue and buyers' guide will be mailed on application.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



Orders Filled Promptly

at Lowest Prices

All kinds of Steel Roofing, Siding, Trough, Pipe, Fittings, Metal Lath and Ceilings, Skylights, Cornices, Ventilators, Corrugated Culverts.

SEND TO NEAREST ADDRESS

The Pedlar People Limited, Oshawa

MONTREAL TORONTO OTTAWA CHATHAM
LONDON WINNIPEG

Established 1861

31-G

Does your Washing Machine stock need a new style machine?



The CONNOR BALL-BEARING, Steel Frame Washing Machine just recently placed upon the market embodies all the latest and most approved construction and several entirely new features.

This machine is inseparably connected with good profits and satisfied customers.

It looks value for the money to begin with, and in the end delivers the value.

We are interested in showing this machine to every dealer. May we send a sample to you for your inspection and explain the possibilities of this machine in your territory?

J. H. CONNOR & SON Ltd.

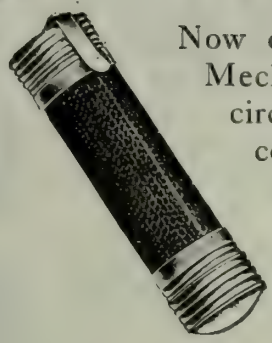
OTTAWA, ONT.

Established in 1881

The New "Wireless" Franco Electric Flashlights





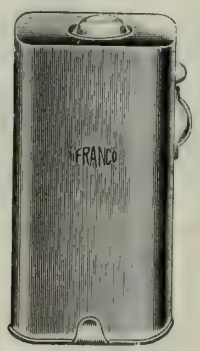


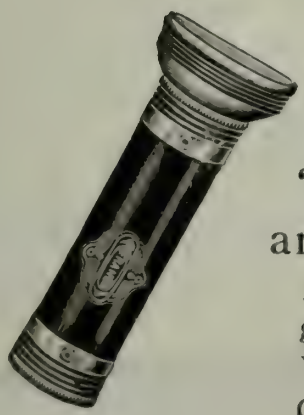


Now on sale at all leading hardware stores
Mechanically constructed. Cannot short-circuit when in contact with metal. No connection to break. An article of general use. Substantially made. Guaranteed absolutely. No hardware dealer can afford to be without them.
Made in various sizes and styles.









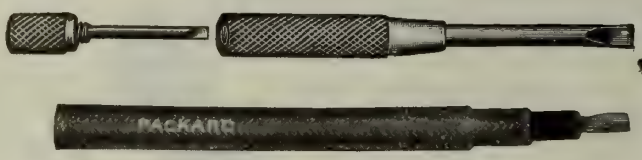


All Franco Flashlights are sold fitted with "Radio-Lens" Lamps and "Radio" Batteries.

All batteries sold under liberal guarantee.
Write for samples and prices.
Catalogue mailed on request.

Interstate Electric Novelty Company of Canada, Limited
220 King Street West, Toronto

Thousands of High-Grade Automobile Supplies in Stock at Our Various Warehouses



We carry the most complete line of Automobile and Motor Boat Supplies in Canada. Our lines consist of only standard equipment as used on the best-known cars.



Now is the time to be thinking of the fall supplies that every car must have. Send for our catalogues and be prepared for securing your share of the business.



Use our catalogues as your own and secure prompt shipment from our nearest warehouse.



The Canadian Fairbanks-Morse Co.

LIMITED

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.



Canada's Departmental House for Mechanical Goods



The Only Profitable Way of Handling Gasoline and Oils in the Retail Store

When gasoline and oils are handled with Wayne Storage outfits there is no waste due to evaporation, leakage and spilling. The waste does not seem to be very much at one given time, but in the yearly aggregate amounts to considerable.

This system also saves time and labor, as there is no constant filling and handling of measuring cups and the constant rolling in and out and tapping of barrels, and much space.

Does away with dirt and unpleasantness.

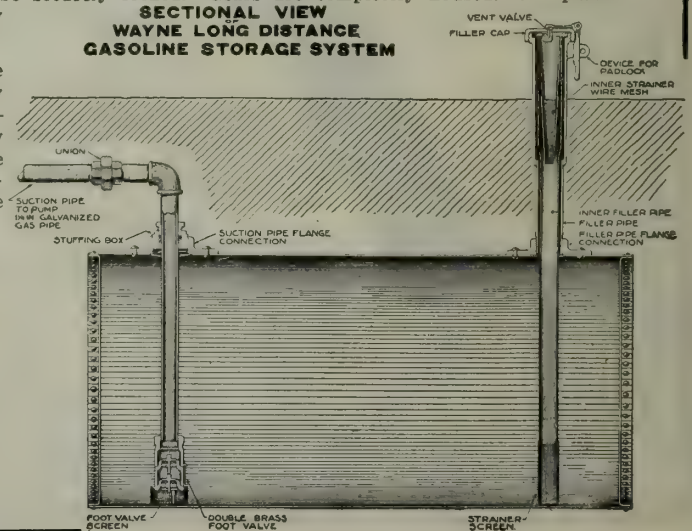
The **WAYNE PUMP** is constructed so as to throw a pint, quart, half-gallon or gallon, and measure exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

WAYNE UNDERGROUND TANKS are made of the best grade of steel, carefully soldered and riveted, and finished in rust-proof asphaltum paint to prevent any possibility of corrosion; you bury the tank, as shown in detailed drawing, having the fill pipe come to the top of the ground, where it is handy for filling.

If you're interested in a Clean, Safe, Money-Saving Way of Handling Oils, write for full particulars.

SECTIONAL VIEW
WAYNE LONG DISTANCE
GASOLINE STORAGE SYSTEM



The Wayne Oil Tank & Pump Company

Woodstock **Ontario**

Quality Roofing

Dominion Brand
Tarred Felt

Shield Brand Tarred and Dry Sheathing

Good Luck Tarred and Dry Fibre

Black Cat Tarred and Dry Sulphate

Shield Brand Ready Roofing--2 and 3 Ply

Good Luck Rubber Roofing---1, 2 and 3 Ply

Roofing, Cement, Coal, Tar and Pitch

Our goods are dependable and they leave a liberal margin for profit.

For years it has been our aim to increase our business by marketing high standard goods at a reasonable price.

Our present capacity and activity is proof that our lines have points of real merit and are in big demand.

Give our goods a trial. Their service invariably gets the hardware merchant re-orders.

Will be pleased to furnish you with full particulars. Write!

J. H. McCOMB,
LIMITED

82 SHANNON STREET,
MONTREAL

The Popularity of the Ford Automobile

makes these Profitable Ford Tools easy to sell

The Ford Socket Wrench Set, 15 - A

is the most efficient FORD set of wrenches on the market, because it is honestly the most complete. The finest selling argument for this set is the "look at" one of them. Send us a trial order. If you don't absolutely approve of same after seven days' trial, send them back at our expense and we will surely send your money back quickly. All parts fit together and "stay put."





No. 605

Valve Grinders

Ford owners can so easily grind their own valves and get the resulting smoothness from their engines that machine shop work is unnecessary. You just put in a little compound and give the grinder a few twirls. The results are surprising.

No. 605 has a collapsible handle; No. 600 is simple —rolls between the flattened palms of the hands.



No. 600



No. 15

Ford Triple-End Cylinder and Housing Wrench

The nuts fit on cylinder **exactly**; they are guaranteed to turn the most frozen nuts; they act quickly; they cost but little.

Two sockets fit Cylinder Heat Nuts; one socket fits Rear Axle Housing Nut, otherwise impossible to adjust.

Our trade-mark is an insurance policy that you will find on all MOSSBERG products.

Write for full catalog (16-A) and prices.

Frank Mossberg Co.

ATTLEBORO, MASS.



1324—Tray, Price $7.50 List

Best Quality Silver Plate
Mahogany Centre
Round, 12 inches in diameter
5-Ply to reduce warping
Reinforced Gallery
1⅜ inches high

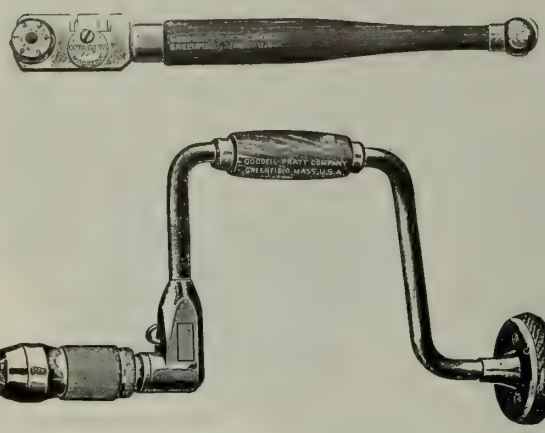
Manufactured and Guaranteed under the

STANDARD SILVER CO.LTD. TORONTO. CANADA.

trade-mark of

Standard Silver Company of Toronto
Limited

How can we interest you?



How can we interest you in our line? We want you to push it. We give you good tools. We give you prompt service. We give you fair prices, and remarkable values. We will give you any advertising matter which you may require.

What else do you want?



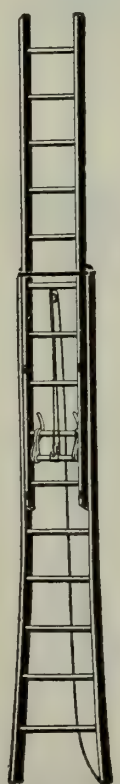


Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

McFarlane Ladder Works, Toronto



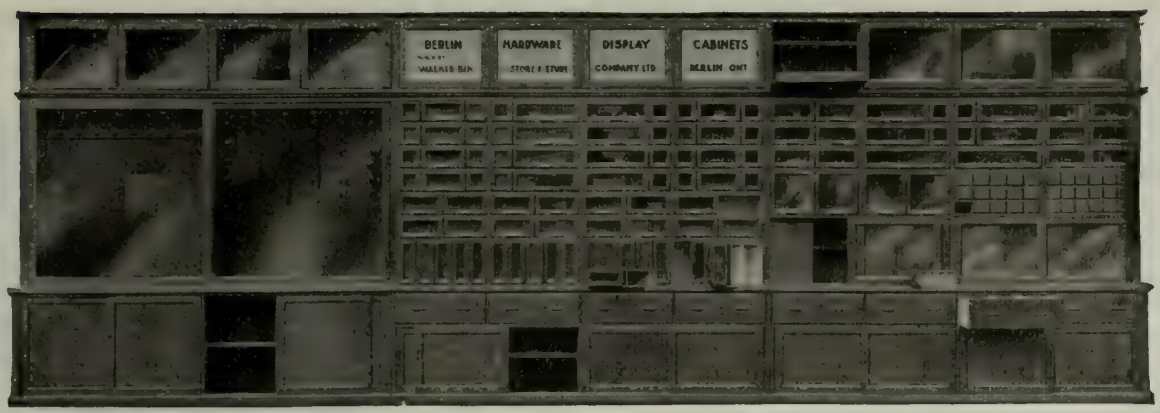
The Ladder Specialists

invite the hardware men to inspect their exhibit of all kinds of ladders and other woodenware at the Toronto Exhibition in the Manufacturers' Annex, under the grandstand.

Let us show you why it will pay you to handle our goods.



Write for catalogue and prices



Berlin Hardware Display Cabinets

will revolutionize your store's trade-pulling powers

They will make your store more attractive than your competitor's and your service quicker.

These two features have a big meaning, viz., they will quickly result in better business.

The above illustration is one of our cabinets in which goods are displayed behind glass and display front compartments. Articles thus displayed are kept free from dust, and as a result always retain their original good finish and make a stronger appeal to a prospective buyer. The method of display enables the customer to see what he or she wants at a glance, and saves you the time and trouble of pulling out many goods before selection is made.

The cabinet shown below is a combination of glass doors and shelf boxes, and is lower in price.

It is made of the same high grade of oak and as finely finished as the one above. Instead of sample being in display front compartments, it is fastened to the outside of each box.

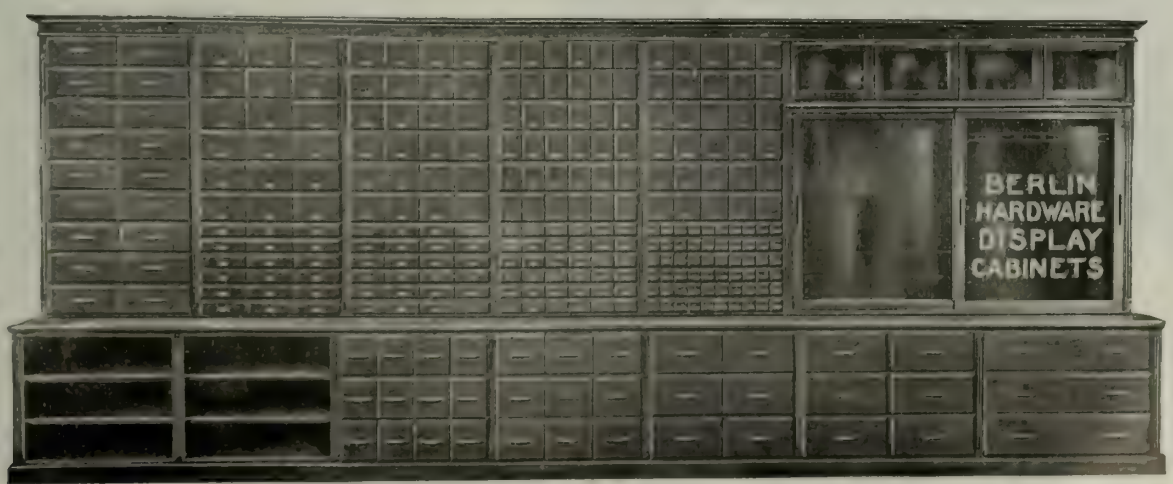
Make your store the up-to-date, systematic kind. **The cost of a cabinet will soon be covered with trade gained and time and labor saved.**

If you will submit a rough sketch of your store we will suggest a very attractive arrangement.

Why not write now?

The Walker Bin & Store Fixture Co., Limited

BERLIN :: ONTARIO



Wrico ANTI-RUST

since their introduction, have always been kept up to a certain **quality** standard. Without **quality** there would be no "WRICO" Ware. Without "WRICO" Ware there would be no **quality.** Tinware and Galvanized Ware, like everything else, is valued by comparison.

"WRICO" Ware is synonymous with **Quality.**



Wrico ANTI-RUST

GALVANIZED WASH TUBS
—Blue Striped—

are the **right** shape, the **right** weight, and the **right** price.

They are made to stand hard, constant usage, and to lighten the wash-day drudgery by their adaptability and convenience. **Three sizes**—to suit everybody.

OUR RUSH ORDER PADS INSURE PROMPT SHIPMENTS. HAVE YOU GOT ANY?

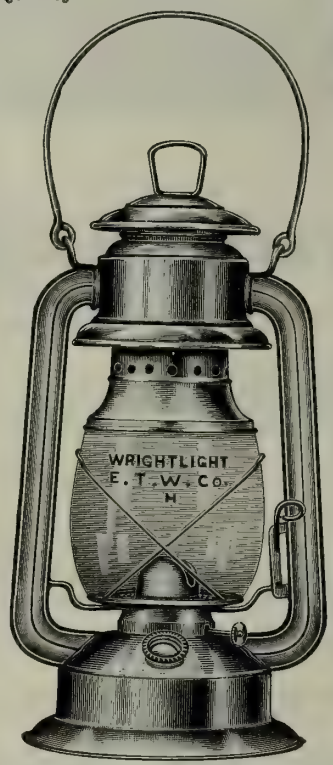


Wrico ANTI-RUST

GALVANIZED STOCK PAILS,
—Blue Striped—
With Malleable Forked Ears.

Farmers and storekeepers require a heavy, strong bucket of this description for watering stock and for general use. These Buckets withstand the most adverse weather conditions. Neglect and abuse do not affect them.

QUALITY GOODS ARE CHEAP AT ANY PRICE.



THE WRIGHTLIGHT LANTERN

is the world's ideal for the present—and the future. The climax of many years' experience and experiment.

Made in **numerous** styles—but just **one** perfect pattern.

Each Lantern sent out is tagged with our guarantee tag, which protects the wholesaler, the dealer, and the customer—**right down the line.**

The tag says: "Every Lantern found defective replaced at our cost," and that's exactly what we do — **when necessary.**



Wrico ANTI-RUST

GALVANIZED BUCKETS
—Blue Striped—

Just the right weight. Extra strong, but not too heavy. Well coated, like all our Galvanized Ware. For customers who want something just a **little better** than the ordinary, and are willing to pay a **slight advance** for **quality** goods. Four sizes.

ORDERS RECEIVED TO-DAY ARE SHIPPED TO-DAY.

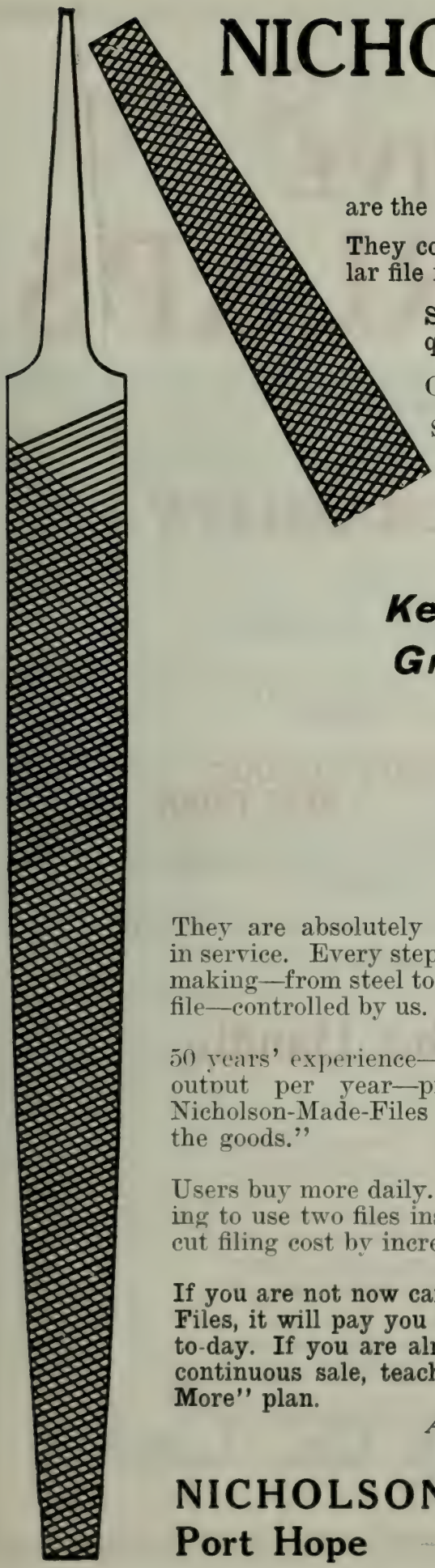


CANUCK
Bread and Cake Mixers.

Sanitary ideas call for sanitary methods. The hand method of mixing dough is repugnant to people of refinement. These mixers not only obviate the uncleanliness of hand mixing, but also knead the dough far more thoroughly and scientifically than could possibly be accomplished by hand. The hands need not touch the dough at all.

E. T. Wright Co., Limited

Hamilton, Canada



NICHOLSON-MADE-FILES

are the logical files for you to handle.

They come in 4,000 different patterns—a particular file for every purpose.

Sold to the trade at a fixed price for every quantity—"One price to all."

Carried in huge quantities in our stock.

Shipments on a minute's notice. No need to load up your shelves.

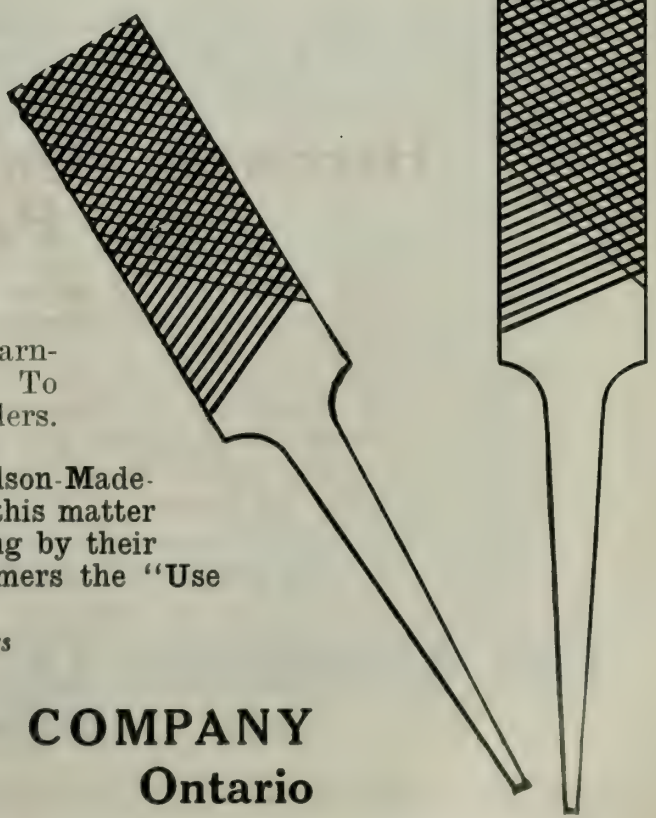
They are widely used. Nine out of every ten files are Nicholson-Made.

Kearney & Foot
Great Western
American
Arcade
Globe

They are absolutely uniform in service. Every step in their making—from steel to finished file—controlled by us.

50 years' experience—50,000,000 output per year—prove that Nicholson-Made-Files "deliver the goods."

Users buy more daily. They are learning to use two files instead of one. To cut filing cost by increasing file-orders.



If you are not now carrying Nicholson-Made-Files, it will pay you to look into this matter to-day. If you are already profiting by their continuous sale, teach your customers the "Use More" plan.

At Your Jobbers

NICHOLSON FILE COMPANY
Port Hope Ontario

PREPARED DECORATIVE BURLAPS

FOR WALLS

ECONOMY and DURABILITY

¶ These are two of the chief features of our Burlaps, and if the goods possessed no other qualities to recommend themselves, it would still be to your advantage to use them.

¶ But they do possess other excellent qualities, viz: They are also

SANITARY **EASILY CLEANED**
ARTISTIC **DUST PROOF**

DOUBLE-SIZED and OIL-COATED BURLAPS made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.

DYED BURLAPS made in widths of 36, 54 and 72 inches only.

Lengths of Rolls, All Lines, 30 and 60 yards.

Hardware Dealers who Handle Paints

and who have not as yet handled Wall Burlaps, would find it greatly to their advantage to investigate the merits of our Burlaps.

¶ Painters and Decorators use large quantities of our goods and the dealer with stock on hand reaps the benefit of this trade. A sale of Burlaps usually means also an order for Paints.

(SEE OPPOSITE PAGE FOR FURTHER PARTICULARS)

The Dominion Oil Cloth Co., Limited
MONTREAL

BURLAPS for WALLS

DOUBLE SIZED and OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
All Standard Shades.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
A Good Variety of Shades.

LENGTH OF ROLLS, ALL LINES, 30 and 60 Yards

How Our Burlaps Are Made

CANVAS: Every yard of the Jute Canvas used in the manufacture of our Burlaps is specially woven for us in Dundee, Scotland, from yarns of uniform counts and standard strength. After being woven the Canvas is super-calendered, stretched and made unshrinkable.

OIL: The only Oil used in our Burlaps is pure Linseed Oil, crushed from Western Canada seed of a high grade; further this Oil is made under our personal supervision, kettle boiled and tested on our own premises.

MACHINERY: We have taken advantage of every improvement in the way of modern machinery that has been brought to our attention and in addition we have the benefit of the experience of engineers who have been in our employ for more than a quarter of a century; the facilities of our immense plant for the manufacture of Oil Cloths and Linoleums are at our disposal for similar operations in the manufacture of Burlaps, and these additional features of machinery and special equipment utilized in our other departments and available for our Burlap manufacture place us in a unique position in this field, hence the cost of production is kept at the lowest possible point and purchasers of our lines get the benefit.

WORKMEN: The use of Burlaps as a wall covering is of comparatively recent origin, although we have been manufacturing this line for upwards of twelve years, but in our employ are scores of men who have been handling Jute Canvas, Oils, etc., for thirty years and more;—having the services of men with such long experience in this work gives us an unquestioned right to claim a unique position in the manufacture of Decorative Burlaps.

Handled by Leading Jobbers of Wall Papers, Paints, etc.

SEND FOR SAMPLES AND PRICES

Manufactured by

The Dominion Oil Cloth Co., Limited

MONTREAL

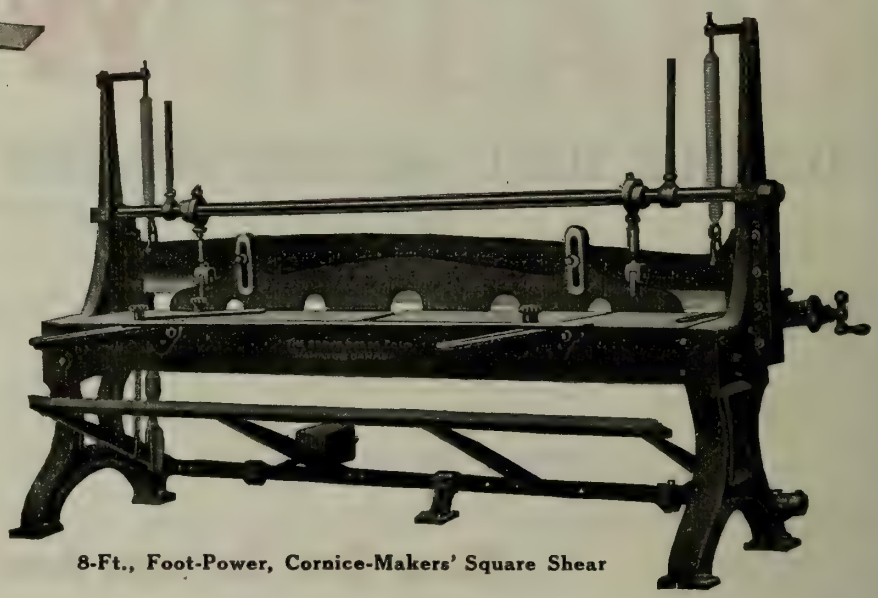


No. 1—15" Gap Foot-Power Square Shear

"BB" SQUARE SHEARS

Foot and Power

Made in lengths from 20 inches up to 120 inches



8-Ft., Foot-Power, Cornice-Makers' Square Shear

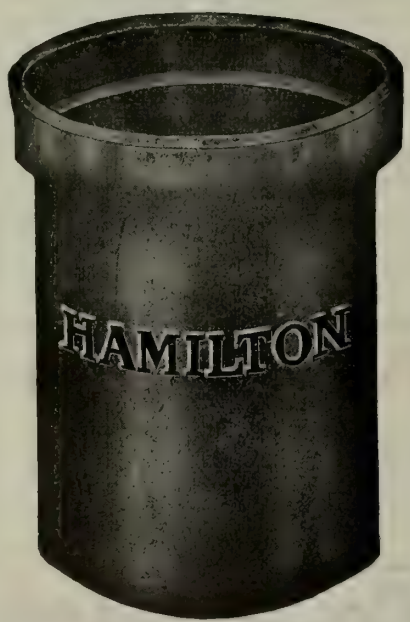
If you want a shear that does **Superior Work** order one to-day

FROM

The Brown Boggs Co.
LIMITED
HAMILTON, CANADA

Western Representatives:
MESSRS. BISSETT & LOUCKS, LIMITED
Winnipeg and Edmonton

A Profitable Line for the Hardwareman



We can show you how to produce a Big, Quick Return for your Investment.

HAMILTON Vitrified, Salt-Glazed Sewer Pipe

will do it. Hundreds of the Largest Hardware Merchants throughout Canada handle our products, and each successive year their sales and profits increase.

A Postal Inquiry brings you our New Catalogue, with Discounts and all necessary information.

The Hamilton & Toronto Sewer Pipe Co., Limited
HAMILTON and TORONTO

There's a Consistent Good Profit and Demand Where

Lundy Shovels

Are the Kind That's Boosted

It's the great strength and exceptional service-giving qualities of Lundy Shovels that make them such a good line to handle. The crucible steel, double-ply straps, cold rolled blade points and best white ash patented "D" Reinforced Handle are the features that put Lundy Shovels far in the lead.



The straps are welded to the blade by electricity—and the welding is so efficient that the crucible steel blade will break before the weld will show any signs of "giving."

We make two grades—the **Lundy**, first—the Dandy, second.



Round Point "D" Handle Shovel



"D" or Long Handle Garden Spade

Our Patent "D" Reinforced Handle

cannot be equalled by any other style of handle now on the market, and which we furnish on all our goods except snow shovels and furnace scoops, without extra charge.

The grip is so constructed that it cannot possibly work loose in the hand as nearly all other makes of split handles do.

The finish of Lundy Shovels attracts trade.

The quality holds it.

Write your jobber. If he cannot supply you, write us. We'll ship promptly from stock.

The Lundy Shovel & Tool Company, Limited

General Office and Works: PETERBORO, ONT.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B.C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

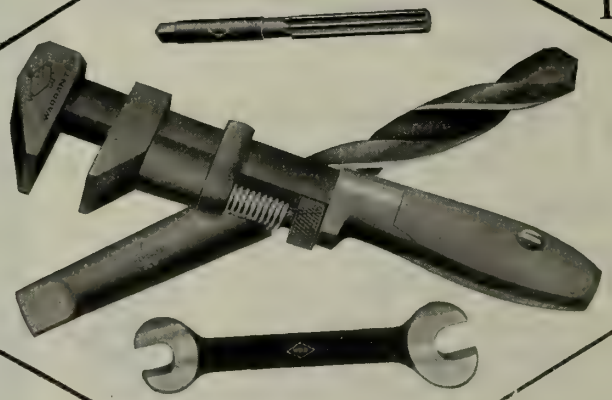
THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont.

Stocks Carried at Winnipeg and Montreal



W I S S

SHEARS & SCISSORS

IF you spent a whole life-time studying the making of scissors and shears—you would give your preference to Wiss "Steelforged" Scissors and Shears.

Wiss Shears are the only shears made of forged steel by the Wiss American process. They are the only shears having crucible steel cutting edges welded on in the Wiss way.

There is a Wiss way of tempering; of grinding; of japanning; of nickeling; of matching blades; of balancing; of testing—and each of these ways comprehends dozens of operations of scientific exactness and precision.

Wiss "Steelforged" Scissors and Shears are made in over two hundred different patterns—all designed to give a distinct service, from the tiniest manicure or embroidery scissors to the big, powerful shears for cutting sheet metal or twelve layers of heavy cloth at one time.

Your trade will gladly pay a little more for Wiss "Steelforged" Scissors and Shears when you show them how much more they are getting for their money.

We have help for live dealers. Any amount of it. Signs and demonstration cards, electros and ready written advertisements, intelligent and economical display plans. We cooperate with you in every way possible to make your scissors selling bigger and broader. Please request our representative to call and explain all this to you.

J. WISS & SONS CO.

Newark, N. J., U. S. A.

Manufacturers High-Grade Shears, Scissors, Tinner Snips, Razors, Pruners, Cutlery, since 1848.

TORONTO OFFICE: 193 Spadina Ave.



LION TRADE MARK BRAND

The Cordage

that has given 90 years' satisfaction

Always in demand where dependable lines are required for

SHIPPING
FISHING
LUMBERING
FARMING
CONTRACTING
MINING

Everything from

WRAPPING TWINES TO TOWLINES

Specify LION BRAND

PROMPT DELIVERIES FROM TWELVE CONVENIENT POINTS

Consumers Cordage Company, Limited

HALIFAX, ST. JOHN — Consumers Cordage Co., Limited
QUEBEC — F. H. Andrews & Son, Regd.
MONTREAL, TORONTO — Consumers Cordage Co., Limited
WINNIPEG, REGINA, MOOSE JAW, SASKATOON, CALGARY, EDMONTON — Tees & Persse, Limited
VANCOUVER — MacGowan & Co.

Now's the time to get busy selling

Maxwell

Lines. There's PROFIT in them—for YOU!

MAXWELL lines are all well known and well advertised everywhere. The demand is growing continually and you will find any of the MAXWELL lines quick sellers and good profit-getters. Here are three "specials" greatly in demand just now.

The MAXWELL "Excel-All" Washer

See the Improved Swinging Wringer Board

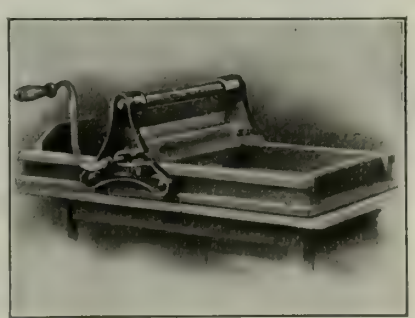
One of the special features of the Excel-All Washer, and a very convenient one. Swings round out of the way when not in use, thus giving heaps of room for work. The tub runs smoothly on ball-bearings, and the entire mechanism is simple and easy to operate. The Washer has a neat tubular frame, and the finish throughout is of the very best. You will find this a most popular line.





The MAXWELL "Favorite" Churn With Bow Lever

This bow lever is a special feature of the Maxwell "Favorite" Churn. You can also adjust the handle to centre, left or right, whichever is more convenient for driving. Has light, rigid steel frame, bolted trunnions and roller-bearings. Makes churning a pleasure. Used in Denmark, Australia, New Zealand, South Africa and all over Canada.



The "British" Butter Worker

Results in Better Butter and Bigger Profits. Adopted by the best dairies in Great Britain and Canada. Makes the butter firm, even and consistent all through. In three sizes:—14 inches, 17 inches and 20 inches wide.

Write for illustrated Catalogue.

MAXWELLS LIMITED - ST. MARYS, ONTARIO

TOBOGGANS

GET PRICES NOW

Strongly made from Selected Birch.

Seven Sections
Three Oval Runners

Experience has proven this toboggan to be a good seller.



Don't place your order until you get particulars and prices on our line.

This toboggan is well and attractively made and if you get in touch with us now we can quote you attractive prices for delivery later.

J. E. Beauchamp & Co.

211 Coristine Building, MONTREAL

"SAFETY FIRST"



Did you ever stop to think that the above slogan applies not alone to personal danger, but extends to the very heart of careful and scrupulous buying?

You are absolutely safe in every way when purchasing

Ventiplex

Sweat Pads—Housings—Saddle Blankets. They are a well-manufactured and well-finished product, absolutely curing and preventing gall sores. Can be washed when soiled and will always retain their shape. We earnestly urge you to place your order now.

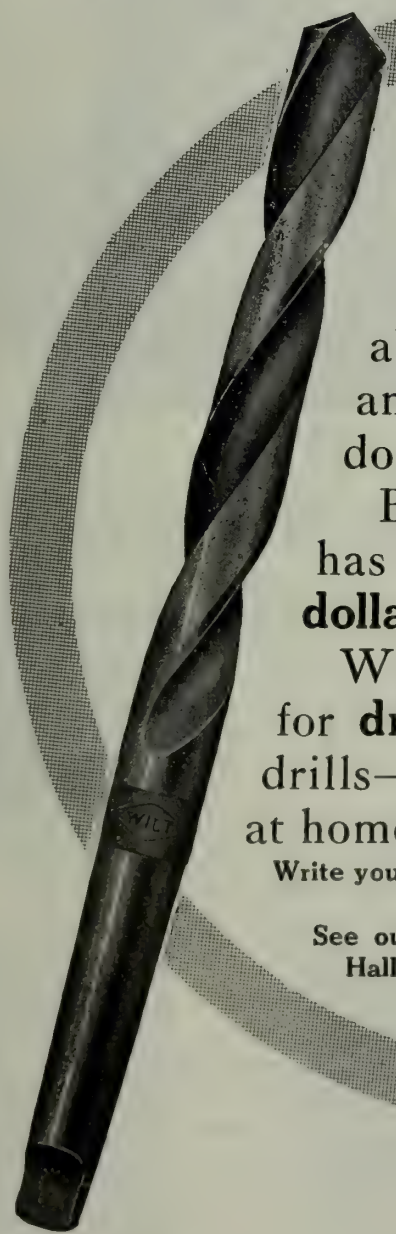
Handsome Window Sign on request, address Dept. D.

Burlington Windsor Blanket Co., Limited

793 King St. W. **Toronto, Ontario**

Wilt Twist Drills

Dealers Handling them are Satisfied



Buying

A dollar's worth of goods abroad, Canada has the goods and the foreigner has the dollar.

Buying them at home, **Canada** has **BOTH—the goods and the dollar.**

Why go to England or the U.S. for **drills** when as good or better drills—**WILT DRILLS**—are made at home?

Write your dealer for prices. If he cannot quote you, write us.
See our operating exhibit in Machinery Hall, Canadian National Exposition, Toronto.

The Wilt Twist Drill Company of Canada, Limited

Walkerville - - Ontario

The heavily armored fort *of* Cane's goods



You *and* your customers' protection against inferior, unreliable woodenware



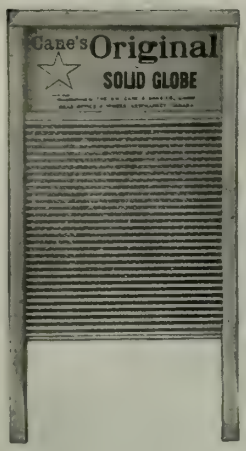
Our immense factories, our unlimited manufacturing facilities, our inexhaustible supply of material give us a fortified position in the Canadian woodenware trade that is well-nigh impregnable.

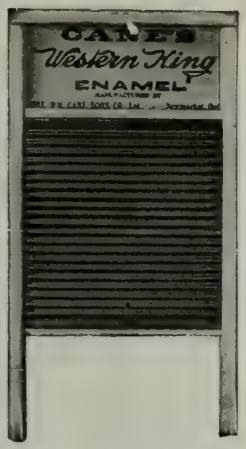
We stand between you and your customers and inferior, unsatisfactory goods. It will pay you to handle the famous Cane's woodenware from both the profit and protection standpoint.

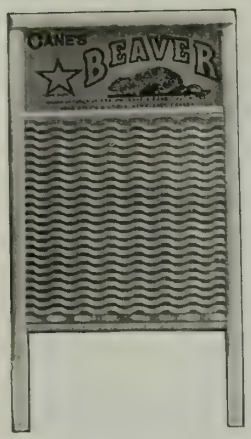
Send for catalog and prices.

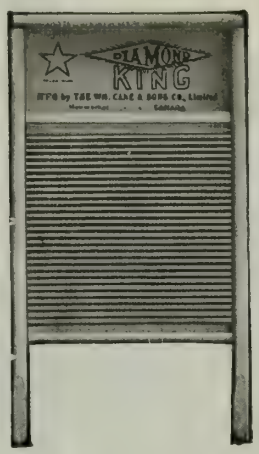
The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO









CANE'S WOODENWARE



PAILS



ACME BUTTER MOULDS

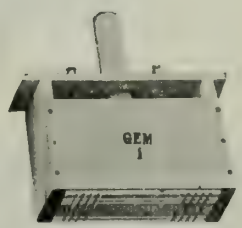
bids for the better business—is a sure promoter of more sales at a better profit



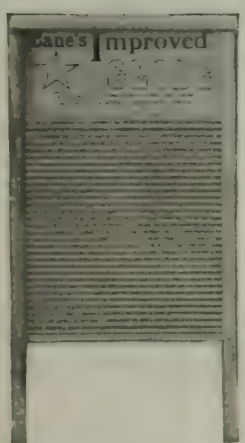
JERSEY BUTTER MOULDS

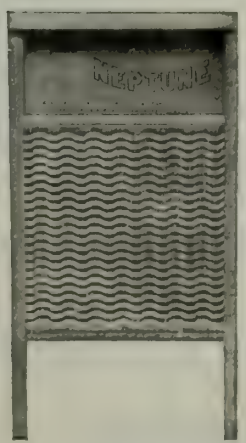
The Wm. Cane & Sons Company, Limited

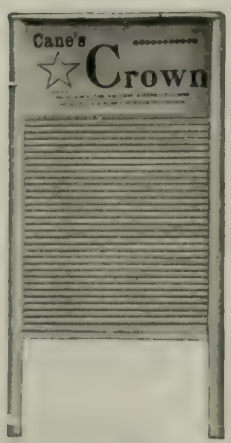
NEWMARKET, ONTARIO

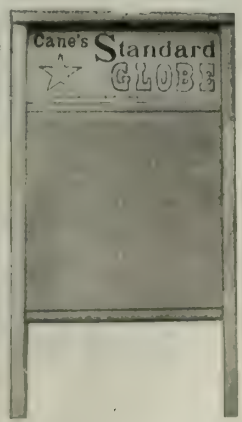


GEM BUTTER MOULDS









BIG REDUCTION IN PRICES



1914 Model

"Eureka" Vacuum Cleaner

Reduced $5.50 after Sept. 1st

Nothing Changed in the Eureka but the PRICE

The same high quality, light, powerful, easily manipulated electric machine with the same guarantee—*the same machine in every detail at a reduction of* $5.50.

The enormous increase in our business during the past year has made this big reduction possible. It places the most durable and efficient cleaner within the reach of every Canadian family.

If you are not acquainted with the Eureka it will be to your interest to *write for our descriptive catalog, and our dealers' proposition.*

We also make a combination Hand Carpet Sweeper Type.

Onward Mfg. Co., Berlin, Ont.

WHITES LIMITED

WHOLESALE HARDWARE AND METALS

COLLINGWOOD, ONTARIO

Our Fall Sporting Goods Price List Has Just Been Issued

We show a large line of AMERICAN AND IMPORTED GUNS AND RIFLES all figured at NET prices to the trade.

Our price list is by all means the handiest list issued. You should have it.

This PRICE LIST will be mailed on application.

All the goods listed are carried in stock and immediate shipment can be made.

Our business is STRICTLY WHOLESALE, and we deal in all lines of GENERAL HARDWARE.

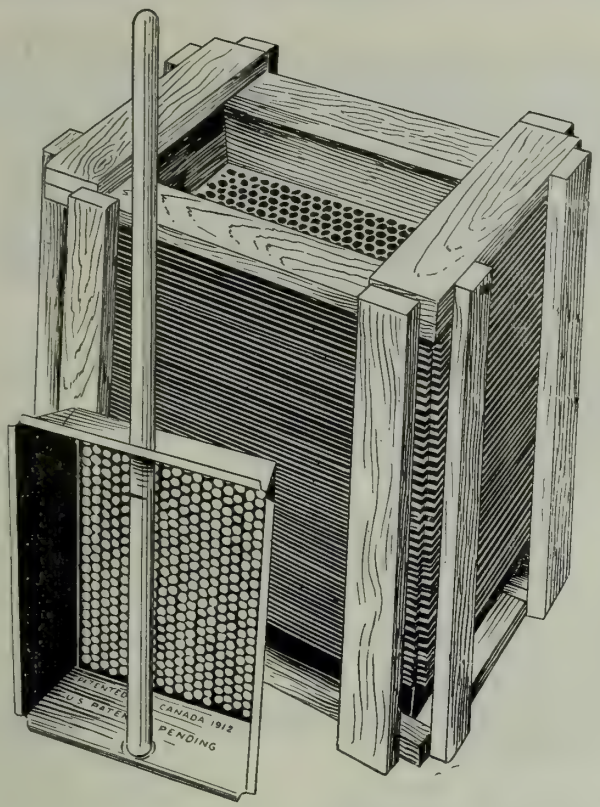
We EQUALIZE FREIGHT on recognized jobbing centres.

We ship same day as order is received.

We guarantee our prices equal to any Canadian Jobber.

Give us a trial and be convinced.

WHITES LIMITED



Fairgrieve's Lightning Ash Sifter

All Metal. One piece.

Nestable

Will outlast Wire Mesh or Expanded Metal, and costs less. Seventy-five per cent. reduction in freight bill, and requiring little cubic space in warehouse.



Fairgrieve's Jacketed Can

Is well made, with Drawn Seamless Nozzle, Malleable Ears, Heavy Bail, Air Vent, in 5 and 10 Gallon Sizes, Wood Veneer Jacket and Bottom Handle.

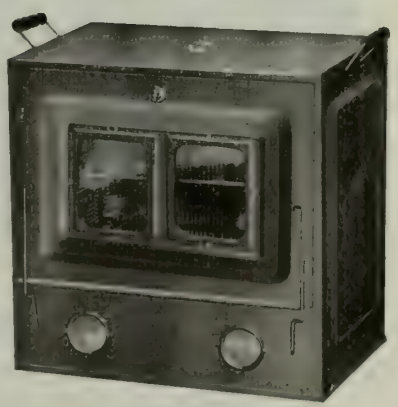


No. 3 "Lightning" Gas Oven

Size 19 in. by 13 in. deep

These ovens are made of blue steel, oiled finish, embossed side two mica burner windows. Very attractive appearance. Shipped one in a box, knocked down. Weight 23 lbs. Directions for assembling enclosed with each oven.

Ask your jobber for these lines



The High Quality and reasonable price brings big business

Fairgrieve Metal & Stamping Co., Ltd.

50 Dovercourt Road, Toronto, Canada



Metallic Ceilings

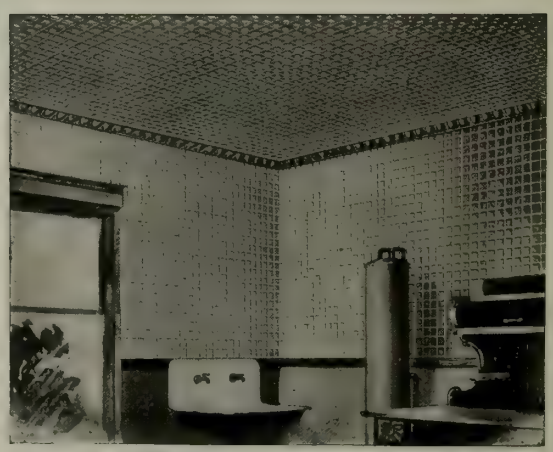
are a source of **three profits** to

The Hardware and Tinsmithing Trade

FIRST—On the Sale of the Material.
SECOND—On the Labor Erecting.
THIRD—On the Paint to Re-coat them.

Are YOU making these three profits?





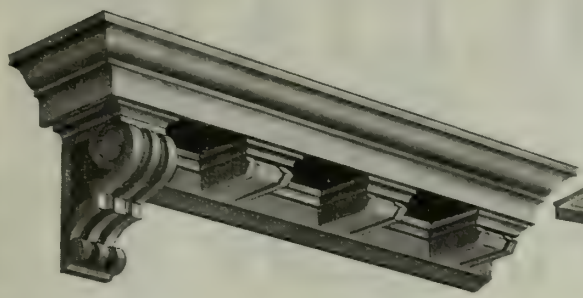
Get the "Metallic Ceiling" name in your town

by linking up with the "Quality House" and displaying a few of their samples. We'll gladly supply the samples, also catalogue, price list and estimating tables.

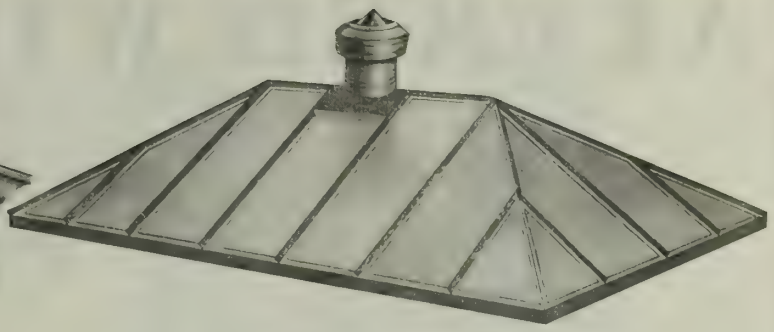
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The Metallic Roofing Co., of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**



Galvanized Cornices



Metallic Skylights

29 Years Service Record



29 Years Consumer Advertising

"EASTLAKE" STEEL SHINGLES

Why sell a shingle that needs talking when the "EASTLAKE" sells itself?



Halitus Ventilators

Eavestrough and Conductor Pipe Try Ours—It's Best



Acheson Barn Roof Lights

Corrugated Iron

All Gauges, Galvanized or Painted, Straight or Curved.

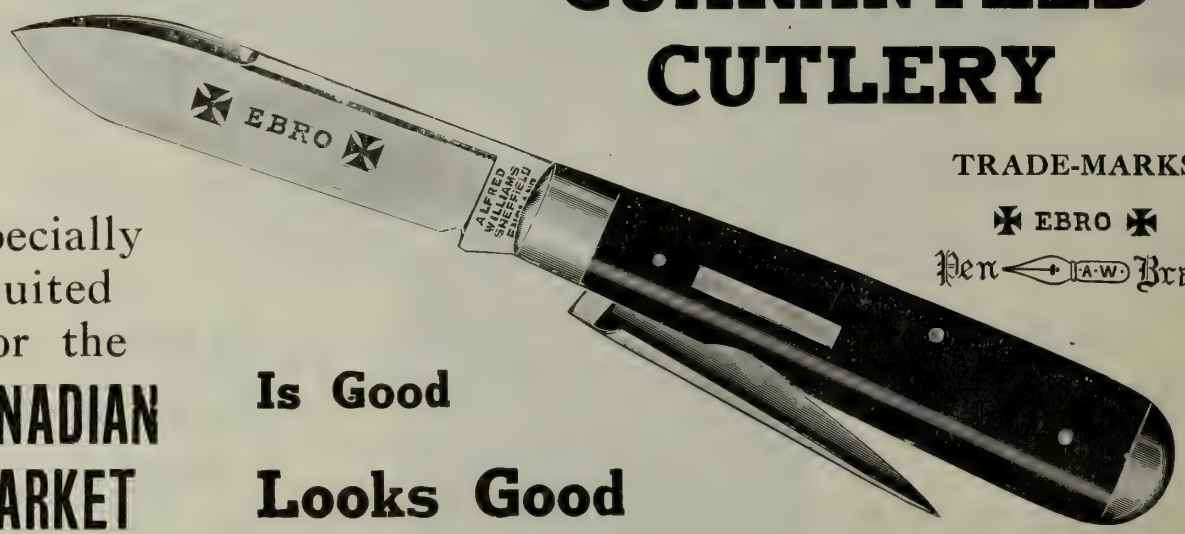
The Metallic Roofing Co., of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**

ALFRED WILLIAMS

SHEFFIELD, ENGLAND

GUARANTEED CUTLERY



TRADE-MARKS

EBRO

Pen A·W Brand

Specially suited for the **CANADIAN MARKET**

Is Good

Looks Good

Always Good

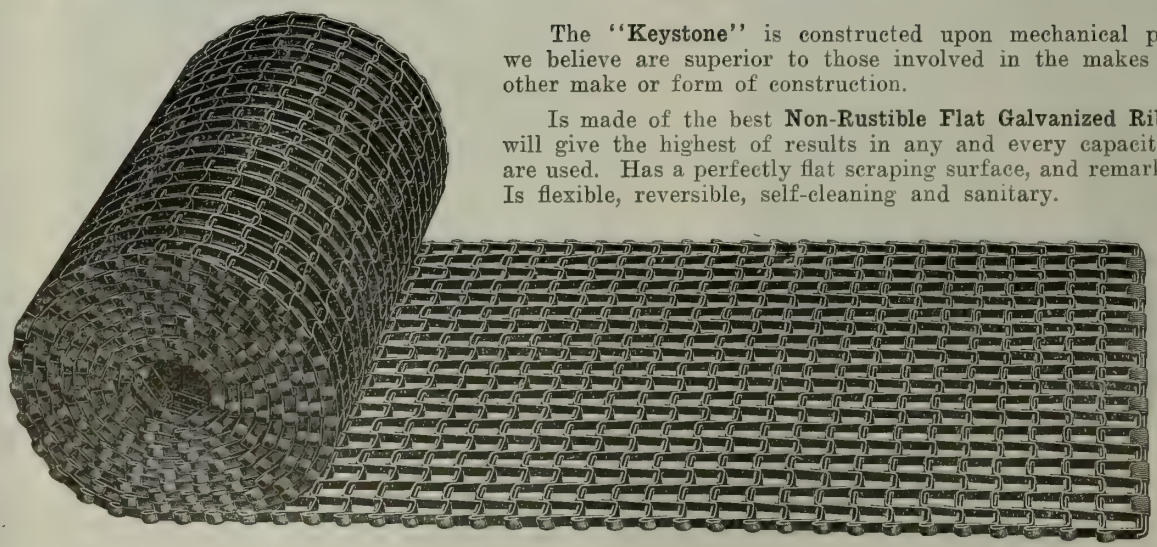
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"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW — **A SPLENDID MAT TO PUSH THIS WINTER**

The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those involved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface, and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.



The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:

Keystone Flexible Steel Mats. Ideal Wire Door Mats [Rigid]
Simplex Flexible Wood Matting

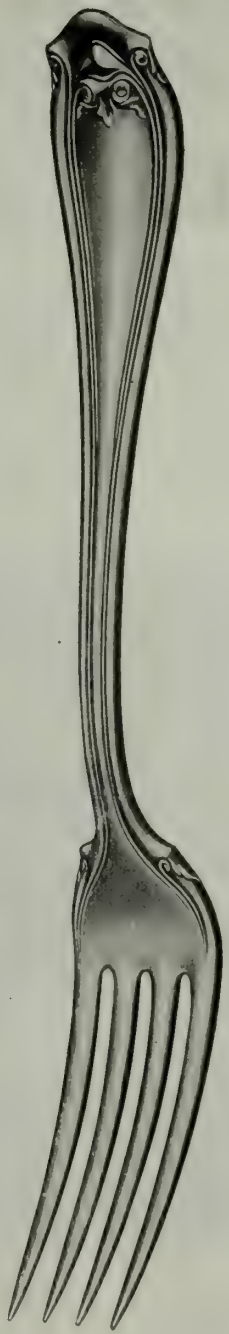
PORT HOPE, ONTARIO
CANADA



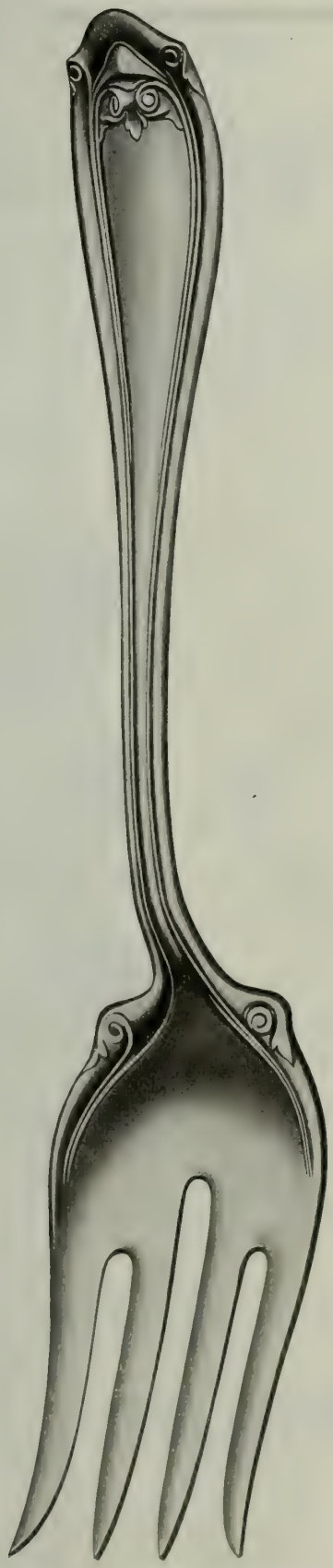
SMALL TEA SPOON



ORANGE SPOON



DESSERT FORK



SALAD FORK

TRADE MARK

W. A. ROGERS

The Abington Pattern

SELLS BEST—LARGEST PROFITS

CANADIAN ROGERS CO., Limited

540 King St. West

WINNIPEG TORONTO VANCOUVER

STAR
Safety Razor

Mr. DEALER—ATTENTION!

The Star Safety Razor has been made by us for the past thirty-seven years. During our long experience we have from year to year improved upon it in quality and mechanical perfection. The old reliable "STAR" with the hand-forged solid heavy blade is to-day absolutely perfect in every detail. We could not improve the razor, so we have improved the case. Here it is.

The No. 1 Star Safety Razor



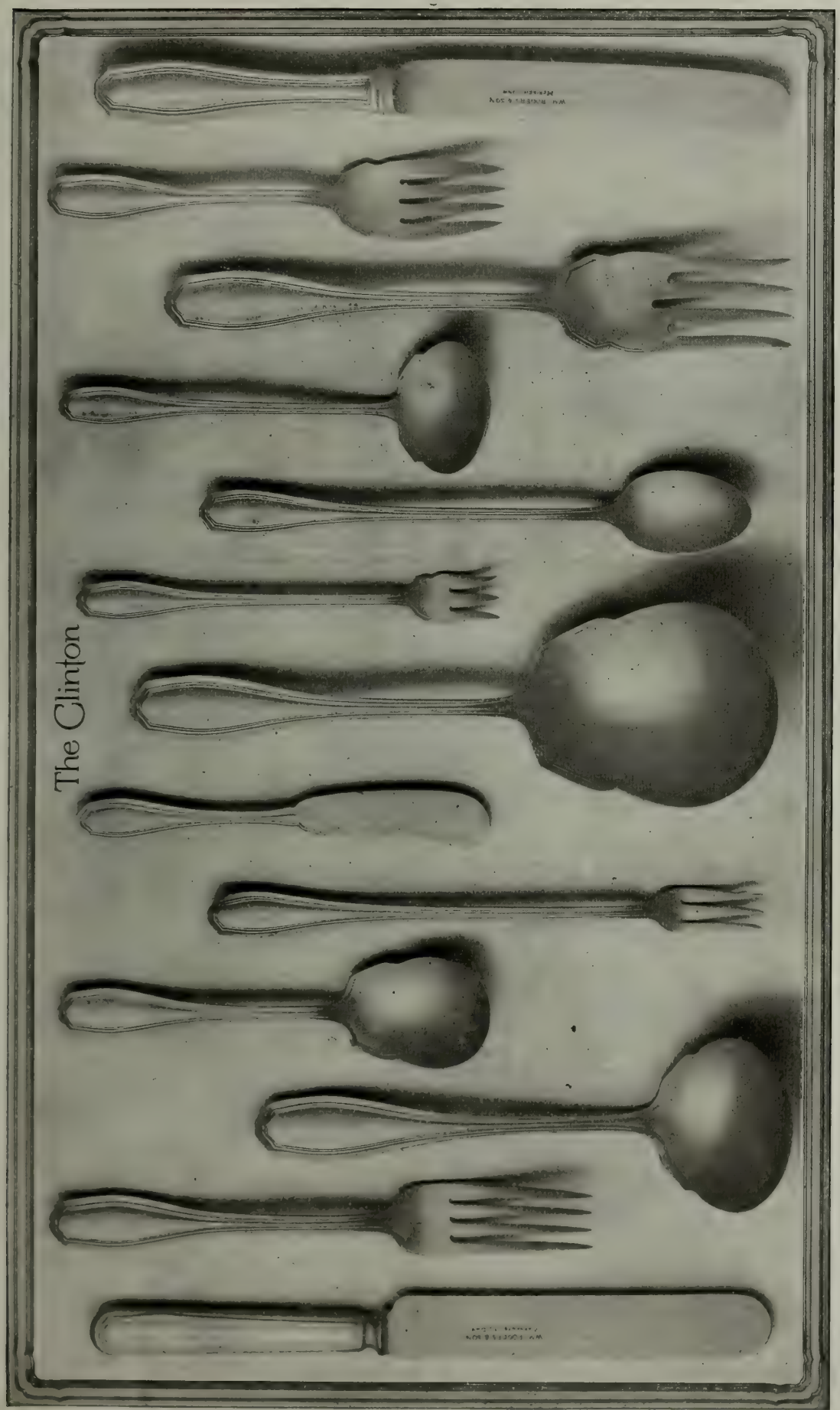
No. 1 STAR SAFETY RAZOR SET (illustration actual size). Handsome black leatherette case, purple velvet lining, silver nickel-plated razor frame, heavy metal combination handle and stropper, and one "Star" Blade.

Get ahead of the other fellow in your city and fill all orders upon demand. Good profit and big sales are yours if you stock at once. Write us for catalogue and quotations on our complete line of

Star Safety Razors
Star Stropping Machines
Star Diagonal Grooved Strops
Star Shaving Brushes
Star Safety Corn Razors

Your Jobber will supply you. If he does not carry a stock of our lines please write and give us his name.

KAMPFE BROS. 8 Reade Street, New York City



The Clinton

Sir Henry Clinton is a name that places this pattern in a period unrivalled for effective craftsmanship and excellence of design. The Clinton is free of meaningless ornamentation. It has that graceful simplicity so easy to recognize and so infinitely difficult to achieve. We offer it as a worthy addition to any assortment of silver - plated ware of quality.

Trade-Mark
WM. ROGERS & SON

The Wm. Rogers Mfg. Co., Ltd.

Niagara Falls, Canada

Successor to Canadian Branch of The Wm. Rogers Mfg. Co., Meriden, Conn.

TRIMO TOOLS Are Universally Commended

What has been accomplished by the **Trimo Pipe Wrench** is fast being achieved by the **Trimo Pipe Cutter**

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Success is Its Own Recommendation



TRIMO PIPE CUTTER

Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)

ALL KINDS OF HANDLES

"Superior Quality" LABEL

THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.

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LUMBERING TOOLS

The Lachute Shuttle Co., Limited LACHUTE MILLS, P. Q.

MEAKINS BRUSHES

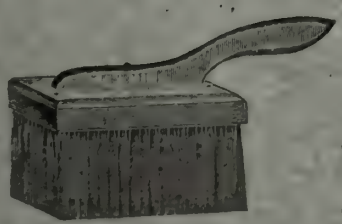
HAVE A DISTINCTIVE QUALITY WHICH APPEALS STRONGLY TO PARTICULAR PAINTERS



They are under the workmanship of experts from the selection of material to the finished product.

In fact, we believe, that they give a **maximum** of satisfaction everywhere.

There are no falling bristles to agitate the user and there is just the right amount of flexibility to make it easily manipulated.

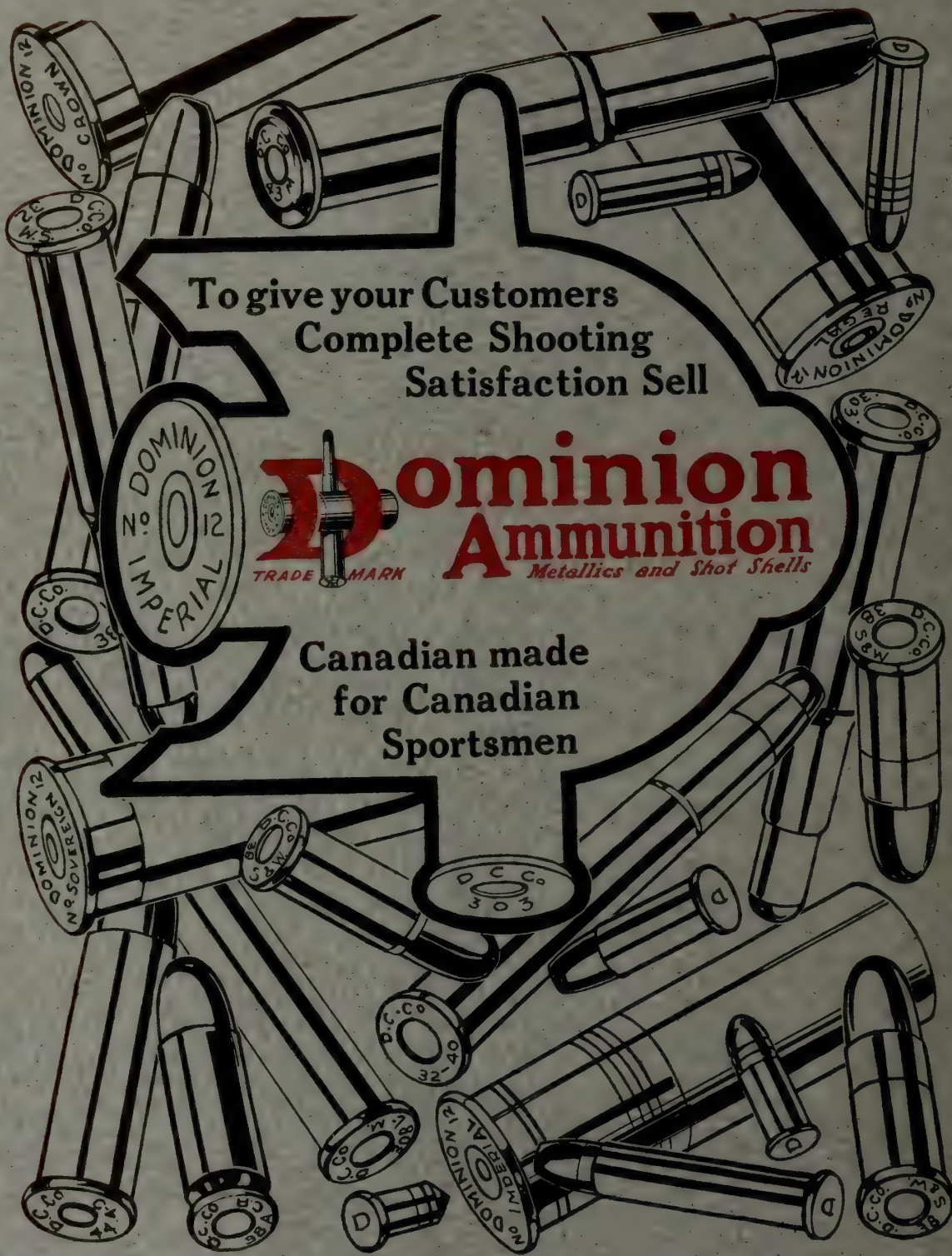


It takes re-orders to build your business—and you will get many of them if you sell the Meakins line of brushes—because the quality as well as the finish attracts.

Send for our catalog—then order from your jobber. If he cannot supply you, we will do so, quickly.

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL


To give your Customers
Complete Shooting
Satisfaction Sell
Dominion
Ammunition
TRADE MARK
Metallics and Shot Shells
Canadian made
for Canadian
Sportsmen

HARDWARE AND METAL

Vol. XXVI. AUGUST 22, 1914 No. 34

Let the Watchword Be "Courage with Confidence"

"The Business of the British Empire Must Proceed"

SINCE the declaration of war there has been an inclination on the part of a few people to arouse themselves into a small panic. Fortunately the panicky people are in the minority and do not represent the clear-thinking and confident Canadian public as a whole.

Some newspapers have done a great deal of harm and caused much needless apprehension by the dissemination of re-hashed and irreliable news. The publication of alleged "specials" with glaring and misrepresenting headlines has helped to upset business in some quarters. The hysteria of the press has so affected some classes of people that the business of the retailers in a few lines, has been hurt to some extent. The retail hardware trade has not suffered to any great extent. Ask the retailers how the war has affected their business and you will seldom hear complaints. It is true that business during the past two months has been rather quiet but this is a condition which usually exists during the summer months and is not a new one for the hardware merchant. While it is true that some firms of retailers have suffered slightly as a result of the business depression during the past year it is also true that a great many retail firms have shown decided increases in the volume of business transacted.

The business depression of the past year has had a beneficial effect. It has taught us all a much needed lesson of economy. It has helped to unload unnecesary stocks and it has caused the accumulation of a large amount of money which has placed our country in a position to withstand the calamity of war. There are some lines of hardware goods, particularly of European manufacture which will be affected by the war and on these lines higher prices will prevail. This is a phase of the present situation which cannot be overcome but it is not one which will seriously affect the trade. If the retailer has to pay higher prices for his European supplies he in turn would have to charge the public more.

It will be necessary during the next few months for the retail hardware trade to keep in close touch with market conditions. The general trend is in an upward direction, although there is a tendency on the part of manufacturers and jobbers to keep quotations as near normal as possible. Up-to-date many lines have been affected. These include metals, cutlery, some lines of tools, brass goods, ammunition, guns, skates, paint colors, rope, silver-plated ware, iron and steel, sheets and plates and other lines. In some instances quotations have been withdrawn and future business is being accepted, subject to market prices ruling at time of delivery. During the present commercial situation it is highly important that all business be held fast to credit-giving standards. All overloading or overtrading should be discouraged. Retail merchants should keep in close touch with credits and endeavor to keep down bad accounts which are liable to creep in during a period such as we are passing through at the present time. The weekly market reports in this paper should also be watched closely. Interviews with prominent men in the trade will be published from time to time, giving their views regarding the situation and how it affects their respective lines.

While we all realize the gravity of the situation it is highly important that everyone should be patient and confident. There may be a temporary lull in some lines of business but we can quickly recover. Our first duty is to assist in Great Britain's sustenance and defence—and we are not overlooking this duty. Our next duty not less important is to keep the business of the Dominion moving as normally as possible. We must not forget that while we must lay aside something to pay our share of the cost of war, we have at our backs storehouses of natural wealth yet untouched. It is not absolutely necessary that the war should end in order that trade in all lines should be resumed, or begin to become normal again. Taken as a whole the Country as well as the business community is quietly confident and this attitude is due largely to the maintenance of trade routes. The situation although serious must be faced with "courage and confidence" and every man must do his part. If confidence is seriously disturbed business will become seriously affected.

Let the watchword of the Canadian people be "courage with confidence." The business of Canada and of the British Empire must proceed.



The Fall Stove Trade

WE are now entering the time of the year when the hardwareman and his sales-staff begins to realize that the "stove harvest season" is near at hand. Although it is too early as yet to make any prediction as to the volume which the 1914 fall stove trade will reach, there are many retailers at least who hope to make 1914 business compare favorably with or surpass that of last year. Just at the present time business in stoves is seasonably quiet, but this is a condition which usually exists during the summer months and has very little bearing on what the fall will bring forth. There are a few retailers who are rather pessimistic at present, but they are greatly in the minority. A large majority of the Canadian retail hardwaremen are optimistic even in the face of present disturbances and they will bend every effort arriving the coming fall to push the sale of fall lines, one of the most important of which is stoves.

There is one class of trade which will be worked hard during the coming fall and that is the farm trade. Many thousands of stoves are sold each year to Canadian farmers. Nearly all agree that the farmers are going to receive high prices for this year's crop.

It is true that crops are rather light in some sections but they are heavy in others. With war-prices prevailing on farm products the high prices secured by the farmers should make up for any loss sustained through light crops. A Canadian farm paper which circulates among the farmers in a recent issue said, "We read almost daily reports of probable advances in the price of beef, pork, and mutton. Wheat and flour have already advanced and are likely to go much higher, and there is also a prospect of a greater demand for horses. In Europe all foodstuffs have gone up in price since the outbreak. The products of the dairy, of the field and of the stable are in great demand. There is always a reaction after a great war, with lower prices and duller times, but unless all indications fail just now is when every effort should be put forth by the farmers of Canada to make their land produce most abundantly. It is likely that it will pay to feed cattle, pigs and other live stock. Wheat is almost sure to be a good price."

The outlook for the farmer is exceedingly bright at the present time and the hardwareman should put forth his best efforts to secure the farmer's business during the coming fall and winter. We hear a great deal about mail-order competition these days. It is true that mail order houses are securing several millions of dollars of business from Canadian farmers each year. Hardwaremen can rest assured that the mail order houses will work the farm trade to the limit during the coming months. The retail hardwareman is or should be closer to the farmer than any mail order house can ever hope to be. There is no good reason why the Canadian retail hardware trade should allow the stove trade to step out of their grasp. The man who starts his stove campaign at once—who plans his advertising campaign well in advance—and who trains his sales staff to the highest point of efficiency in stove salesmanship should have little or no difficulty in running up a large volume of stove trade during the next few months. You will hear a few pessimistc croakers but pay no attention to the and stick to your guns—It will pay you.

"Watch Your Credit"

THERE is one point which cannot be impressed too strongly upon our readers at the present time and that is the necessity for watching credits closely. The stove business is a credit business largely, and when money is scarce stove collections feel the stringency early. Impecunious persons stop making their payments when money becomes scarce and this in turn affects the retailer, the jobber and the manufacturer. It is the duty of every retailer to pay close attention to the matter of credits this year. The retailer should sell on time only when investigation into the customer's record, or personal knowledge of character, has convinced him that payments will be met promptly and without fail.

If payments are not made promptly the delinquent should be reminded of the fact at once. During times of financial stress it is often necessary for the retailer to adopt rigorous measures in order to keep his store accounts in a satisfactory condition.

There are some hardware firms doing a strictly cash business in stoves, but this is not always possible. The majority of merchants find it necessary to extend credit. Where credit is extended a time limit for final settlement should always be set. Another point which deserves earnest thought is that of price-cutting. This business demoralizer is found in all communities. The merchant who has the agency for a good line of stoves should stand up for a legitimate profit. It is quite customary for prospective customers who are not in a position to judge fairly to try the beating down plan and make comparisons between various makes of stoves and prices. The retailer should be the judge of the value of the stove he is selling. He should set a fair price and stick to it.

An Exceptional Stove Display in a Small Town

Brampton Hardware Co., Brampton, Ont., Has a Stove Display Section Which Would be a Credit to Any of Our Large Cities—A Large Range of Goods Shown

VERY few of the largest cities in Canada are fortunate enough to have among their stores a stove display store which will surpass in appearance the stove department of the Brampton Hardware Co. at Brampton, Ont., a town of about 4,500 population.

The accompanying illustration shows only a small portion of the stove department, and is rather indistinct owing to the fact that the photographer did not secure a good photograph.

In addition to the hardware department, which is a large one, the Brampton Hardware Co. have a show room 22 feet x 45 feet for showing stoves, furnaces and plumbing goods. This special show room was fitted up last spring, and has already proven its value as a sales creator. The whole department can be viewed from the street through two large plate-glass windows, the full width of the display room.

The interior is fitted up in an attractive manner. The ceiling and the side walls part way down are of metal, of neat design and painted a light color.

From the metal siding down to the floor (as shown in the illustration) the walls have been covered with burlap painted green and paneled with mobogany trim. Each panel is three feet in width and at the top of each is an incandescent lamp with a frosted globe. Inverted drop lights (six in number) are suspended from the ceiling. The floors are of hard-wood and oiled. Thirty stoves and three furnaces were on display when a Hardware and Metal representative called at the store a few days ago. In addition a large range of plumbing goods (not shown in the illustration is carried on the right side of the show room.

The hardware department is reached through two doors, one at the front and one near the rear of the stove room.

There are two offices in the Brampton Hardware Co. store one for the general hardware department and one for the stove and plumbing departments. Although all under one management the departments are run on a separate basis. A small portion of the office in the stove department is shown at the right side of the illustration. Stove accessories such as stove boards, ash sifters, etc., are also displayed in this department.

The firm does an exceptionally large trade in furnaces. Mr. Higgins, a member of the firm, does a great deal of outside canvassing. Whenever he hears of anyone who is going to build, or make alterations to buildings, he starts off in his auto to try and clinch the business. He secures a great deal of business in this manner.

Ten men on an average are employed th year round doing plumbing and tinsmithing work. In conversation with Mr. Higgins, the Hardware and Metal representative was told of many instances in which sales of stoves were made shortly after the opening of the new show room. All as a result of the wide selection shown and the manner in which the attractive stove display section attracts the passing public.

LOOSEN UP!

Senior, loosen up and tell your junior some of the things you have learnt whilst you were growing grey in the service.

Junior, loosen up and ask the senior how he does this and that and the other!

You will both be surprised, one at the other's intelligent curiosity and the latter at a former's hard-gained wisdom. Loosen up!



View of the stove and plumbing department of the Brampton Hardware Co., Brampton, Ont.

Special Department for Displaying Stoves

Saskatoon, Sask., Hardware Firm Realizing the Importance of the Stove Trade Has an Exceptionally Large Department Exclusively for Stoves, Hotel and Kitchen Equipment—Large Display the Year Round.

A HARDWARE AND METAL representative recently visited the Saskatoon Hardware Co., Ltd., of Saskatoon, Sask., and in making a tour of the store was particularly impressed by the neat and roomy stove department located on the second floor of the new premises which were acquired by the firm last February.

That the stove department is a very important one with this firm is shown by the extensive range of stoves carried in stock. The accompanying view of the stove section was not taken during the busy stove season. In fact, it was taken at a time of the year when the demand for stoves is not heavy, and still a large range of stoves was shown.

In addition to stoves, such lines as refrigerators, washing machines, hotel and kitchen equipments, fireplace mantels, forges, etc., are carried.

The department is roomy and exceedingly bright. There is no overcrowding, and customers can examine the goods on display at ease. Another feature which impresses a visitor to the stove department is the neat manner in which the goods are arranged and also the state of cleanliness which exists. In too many stores the stove department looks untidy owing to lack of attention, and it is not uncommon to see the tops of the stoves littered with goods. Such a condition is not allowed to exist in the department here shown.

The general office of the firm and the private office of J. L. S. Hutchinson are also located on this floor. The stove department is very bright during the day and is well equipped with drop-lights for showing stoves on dark days or in the evenings if necessary. A prospective stove customer can step into the Saskatoon Hardware Co. store at any time during business hours and see a large range of stoves. There is no delay in showing the goods. The department is always ready for customers. One of the advantages in a special department of this kind is that customers in looking at stoves are not interrupted by other customers to the extent that they would be if the stove department was located below on the main floor. The salesman can also give his selling-talk without fear of interruption, and the customer is always impressed by the fact that the stove business of the firm is large enough to warrant the use of an exceptionally large display section for the stove department. The benefits from a special display department such as here shown are many. Salesmen take pride in showing the goods. Customers receive a lasting impression which reminds them of the importance of the stove department. The stock is kept in good condition, and no time is lost by the salesman in endeavoring to make the goods presentable. Customer and salesman can discuss stoves without interruption and this is an important feature in selling stoves.

CO-OPERATION.

That man who will rise to success unaided by his associates is still in the lap of a Stingy Time. And she has an awful grip. Man is too social a being for any individual who courts magnificent isolation to rise. He must come across with the goods to his fellows—give help and ask it—swap ideas and experiences. In short, he must rise by the aid of those about him. Mankind is the greatest interlocking, ultra-dependent organization in this grey old world.



Interior view of the special display room used by Saskatoon Hardware for displaying stoves, refrigerators, churns, etc.

"The Biggest Fight I Ever Made to Sell a Stove"

A Retail Hardwareman Tells the Readers of Hardware and Metal How He Landed One Order After a Hard Struggle—How Two Competitors Fought Hard to Make a Sale, but Would Not Cut the Price.

Written for Hardware and Metal by J. M. Perry, Estevan, Sask.

I HAVE boxed men, big anl little, in my time, and landed them some pretty hard cracks; I have tussled with big fish and pulled them in after a tough fight; but never did I fight so hard as I did to pull that stove sale my way. Unlike the wrestle with men and fish, this was a case where I required my wits, and I used them as I have never did before. In short, it was a struggle between my wits and those of the man across the way. (He is not there now, so it doesn't matter.)

It had been a dismal sort of day, and business being brisk, the clerks were pretty well worn out. I usually do my share behind the counter; but this afternoon I tried to do a little more than usual to relieve the others. While trying to please a farmer's boy with a pocket knife, I saw a young couple enter, apparently man and wife. As there were quite a number of other people in the store, they took advantage of the opportunity to walk over to our stove display. I let them do all the looking they wanted, but as soon as things had quietened down a little, I ventured to ask if it was a stove they wanted. He looked at her and she at him as though they were choosing a coffin. At last she 'fessed up. In short, she said they had come to the stage in life when they must have a range; but, oh, they wanted to be careful about it. Yes, he said, they did not want to do anything rash and rue it for the rest of their lives; it was a pretty serious business.

I Am Careless.

If ever I was careless, nonchalant, uninterested, it was then. I had no idea the kind of stove they required, nor did I care at the moment. After long experience in the stove business I have found it bad policy to fill a man chock full of good points in a range. I assumed the attitude of "There is the line I carry. Take a look at it. If you like it, all right; if you don't, well—beat it." I did go to the length of opening the oven door of one, and roughly ran off the prices of the various styles.

In other words, I let them size the situation up for themselves, just keeping an eye on every facial expression, in order to know what move to make at the right time. At last I noticed they were taken up with a malleable range I was carrying at that time. "Can I close them up right now?" I asked myself, for if that was impossible, I was determined to explain each point in detail, or there would be nothing left for me to say.

Made a Discovery.

It was then that I learned that they had been in my opposition's store across the way, and had promised to return before purchasing. When I learned this, back came my careless air. They could go back, but before making a decision I wished to see them again. The good points of the stove I did not touch upon. "Oh, you'll come back," I said. "And when you have satisfied yourselves that this is the stove you want, I'll not be so busy, and will be able to show you the wonderful features it has."

So away they went; but it was not long before they were back again. At once I started in to reveal the wonderful workings of this range. I took the grates out, dirtied my hands all up, tried to get the husband to put his head into the oven, until I was sweating from head to foot. Then I learned that they still had a trip to make across the road before purchasing. I wiped the sweat away, put the grate bars back, and as luck would have it, the store was full of people, so it was easy to shoo them across the street. But I was careful to get a promise that they would return before making a purchase.

A Tug-o'-War.

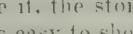
They came back. They must have been real conscientious people, but, then, they were buying a stove, which was an epoch in their lives. The first thing I discovered was that they had again promised to see the man across the street before purchasing. It was getting rather late in the afternoon by this, and they were pretty exhausted, especially the man, who had been testing the weight of a stove on each side of the street for the last three hours.

The time had arrived to pull hard. I felt that the fish was mine if I would only exert myself a little bit more. A happy thought struck me. Why not direct my arguments to the woman? She might have a little more pull than the average woman, and land the stove on my side. It would be a complete change in tactics, but something drastic was necessary. So I started in to direct my thought and conversation to her, and immediately I perceived that I was beginning to make an impression. I kept right on, pounding every point in the range right home to her when all of a sudden she exclaimed "That's good enough for me," opened her pocketbook and signed her own name to a check.

"You Beat Me."

That evening I sat down to supper at the hotel with my opposition. "You son of a gun," he said, "you beat me, and I'll tell you why: you got after the woman, while I stayed with the man." I often wondered how he knew this. I remembered since that the husband, before pulling the waggon up, said, "We must tell the other man we've bought." Probably he also revealed to him that the woman had the pocketbook.

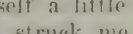
A feature of the sale was that in both stores the parties did their utmost to bring down the price, but we were both game enough to keep it up. I believe a drop in price would have given the other man the sale. It shows how easy a sale can be lost by talking to the wrong party. In many cases the man would have been the right one to address.



BREAD UPON THE WATERS.

"Why do I trade with Mr. Rolly? Well, I can't say that I ever stopped to reason why, but come to think of it, I suppose it's because I never find him wanting."

"No, that's very true, he hasn't much of a stock, but then he's only a boy and just starting out for himself so he has to make haste slowly. Somehow, I don't mind waiting on him when he has to send out for an article. He's always so perfectly nice about it, so anxious to please and to show me his goods even though I announce that I'm not out to buy anything. It's just simply a treat to do business with someone who knows his business thoroughly and yet doesn't let it sour his disposition."



A certain make of stove is having a phenomenal sale around Moose Jaw because it is believed by the settlers in the country south of that city that this stove will burn the lignite which they pick up on their farms.

Electric Stove Business in Western Canada

Despite the Fact That the Cost of Current is High, There Has Been a Large Sale for Electric Stoves in Western Canada — Arguments Used in Making Sales.

HARDWARE merchants who scan the above heading will be inclined to pass it by with the remark that it will be a long time before electricity is used for cooking in their town. They will forget that two or three years ago they made the same statement regarding electric irons and toasters, whereas to-day there are few merchants, even in country towns, who do not display these things on their counters, and do a big business in them.

It will surprise the average reader to learn that one manufacturere alone has disposed of two thousand electric ranges in the city of Winnipeg, and even in Saskatoon, where current is as high as 4c., it is stated on good authority that five hundred have been sold. The chief hindrance to the sale of electric ranges in Western Canada is the high price which obtains for current. In Winnipeg, where electricity is supplied at a cent and less, there is some inducement for the householder to instal these modern appliances.

One of the pioneer stores in this business, and a store which is to-day doing a big business in electrical ranges, is the J. H. Ashdown Hardware Co., Winnipeg. When they took on this line three years ago the electric stove was very much the same as it is to-day, except that much difficulty was experienced with the heating elements. Customers after installing a range were troubled with burn-outs, and as the stoves were guaranteed, this meant continual repairs. This difficulty has been overcome, and to-day a burn-out is a very rare occurrence.

Ashdown's were a little dubious about the electric range when they first started to handle them. First they were content to carry only the smaller types, selling the larger ones from catalogue unless they thought a man was positively buying, in which case they would get one in on the off chance. To-day they carry a full line, and it forms a very important part of their electrical business.

Making A Sale.

As a rule, a customer enters the store with the idea that she would like to have an electric stove in the house if she can only be shown its advantage. Probably her neighbor has used one for some time, and has found it satisfactory. Then another factor which is aiding sales quite a lot in Winnipeg is the fact that most modern houses are wired to accommodate electric stoves when erected. This makes quite a big difference, as the wiring of a house usually costs as much as the stove itself. This is true in Winnipeg, where the regulations regarding electric wiring are rather strict.

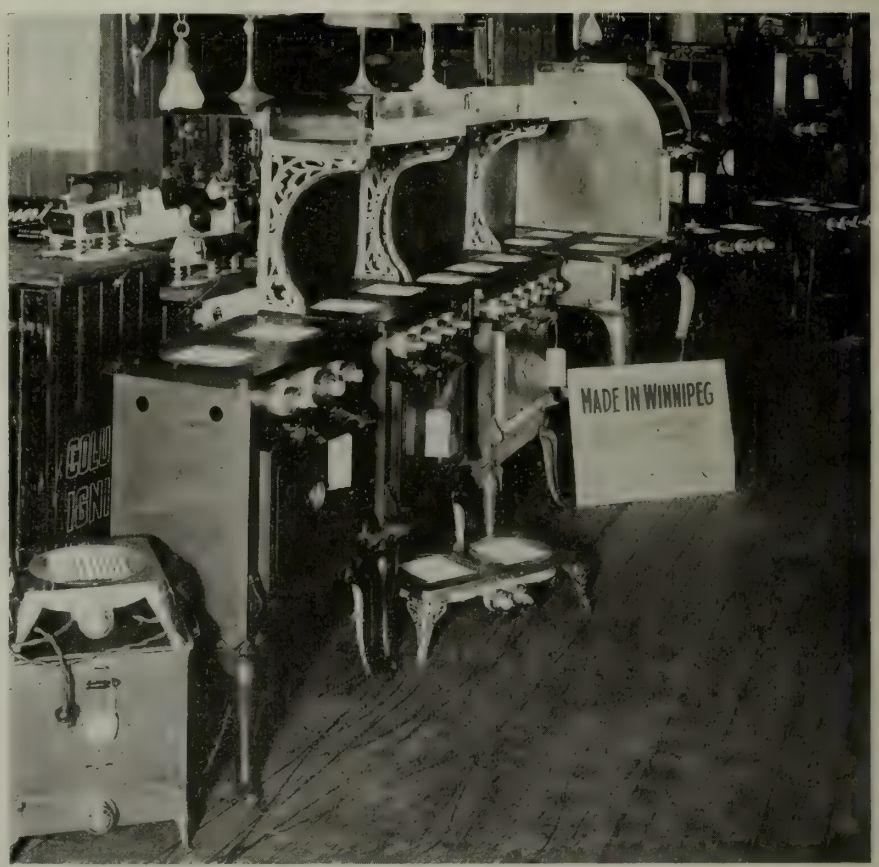
False Impressions.

The chief objection raised by customers against electric stoves is the amount of time taken to cook the dinner, or to boil shaving water, say. Many people expect too much from an electric stove, believing that all they have to do is to turn the switch and the job is done. The main talking points used by salesmen to overcome the scepticism of the average prospect are cleanliness, regularity, and their healthfulness. The cleanliness is apparent from the absence of coal or gas. That they are more healthy is shown from the fact that in winter, when the house is closed up tight, there are said to be no fumes such as come from burning coal or gas. They are regular in that there is no jump or flicker, making them admirable for cookies, pastry or bread. In this regard they draw most praise from women who have used them. Salesmen also point out that plants and canaries are not endangered, and the wife suffers less from headaches.

Chief arguments against buying are, first, the price, and secondly, the risk taken with something so new. The majority of people do not know the extent to which electric ranges are being used, or they would not consider them such an innovation. Usually where a house has been using a toaster or a disc stove, the appetite is whetted for more, and selling to such people is easy. Smaller electric goods such as the above are great factors in the sale of larger goods.

Case of Dissatisfaction.

Ashdown's only had one stove returned as a bad job, and in that case the stove was made by a firm who had not succeeded in perfecting their product. It was sent to a large house in which there were two branches of a family. The one side bought a stove of a certain make, and the other family, wishing to have something different, purchased a stove of another make. The test came when dinner was being cooked on a certain Sunday. The first family had cooked and served their meal, while the roast in the other oven had hardly begun. Eventually the second family was compelled to borrow the other stove to complete the



A view of the electric stove department of the J. H. Ashdown Hardware Co., Winnipeg, Man.

cooking. Needless to say, the stove which was slow was returned, and exchanged for one of the other make.

An electric range was sold the other day to a man in Winnipeg, who lived beyond the gas limit. For the current in this locality he was required to pay three cents, yet he declared that his stove cost him less than his oil stove did. His bill for six weeks, after his wife had done the cooking for themselves and family, was $5.20. In the city of Winnipeg there is a minimum charge, depending upon the capacity of range employed, and this figure is usually used as an argument by the dealer when selling the stove. In many cases the cost of operating has been found to be a half and sometimes a third of the cost of gas.

Two weeks ago a woman entered a store in the Manitoba metropolis, and purchased a hot-plate at $7.50, to be used only for boiling. In less than a week she returned and ordered a small stove for cooking bread, a stove using the same amount of electricity as an electric iron, and having a capacity of two loaves. For this she paid $12.75. Quite a number of hot-plates are sold for the purpose of carrying portable oil stove ovens, electricity being substituted for oil.

Not a Big Profit.

Ashdown's of Winnipeg have an average of one large stove per week throughout the year, these costing between $67, 50 and $90.00, as well as a large number of smaller ones, toasters, hot-plates, electric irons, and the more recent electric devices. The profit in Winnipeg is not so large as on coal ranges, one of the chief reasons being that the street railway company cut the price away down in order to have them installed and using current. There are cases where they were practically installed at cost.

In the King George Hospital, Winnipeg, and in many public institutions, including colleges and public schools, electric ranges are being installed. The trade is gradually extending to the smaller cities in the West, where the price of current is being reduced. Regina is building a new power house, and should soon be a good market for electrical goods. In many towns, like Estevan, the town is taking hold of the business. This will create a demand, and it will be the business of hardware merchants to follow it up.

A. S. Whitaker, manager of this section of the business for the J. H. Ashdown Hardware Co., expressed his belief to Hardware and Metal that when more water powers were developed, and less electricity developed by steam, the demand for electric stoves would be much greater.

Developing Trade in Electric Stoves

Brantford Firm Meeting With Success

A GOOD trade in electrical stoves has been worked up by Turnbull & Cutcliffe, Limited, Brantford. They made a start last year and, without making any particular effort to push the line ahead of other varieties of stoves, have found a rapidly increasing demand. They are convinced that there are big possibilities in the new stove, and are confident that the future will see a very large demand for this class of range. That the electric stove will come to the front with practically the same rapidity as the gas stove, is an opinion held by this firm after their experience in the line.

Turnbull & Cutcliffe, Limited, have carried on a large business in stoves for many years now. Hardware and Metal has frequently made mention of the methods they adopt to hold and build up business. They have held an annual sale of stoves in October for over a decade now and each year has seen a substantial advance in the amount of business done during the sale period. Naturally they watch developments in the stove market closely and, as soon as it appeared that electric stoves had become a good retail proposition, they laid in a stock.

A sale followed almost immediately, the purchaser being a wealthy resident of the city. Other sales were not slow in coming, and gradually a surprisingly good demand has been brought about.

The firm have not taken any steps to feature electric stoves more prominently than the regular stove lines. They are given a place on the main floor of the store, are used in the store windows at intervals, and are given a share of the firm's advertising space. Nor does the sales force exert itself unduly to bring electric stoves to the notice of customers except perhaps in the case of the most well-to-do customers. A certain amount of missionary work has had to be done, of course, in introducing the line but outside of that the firm have endeavored to maintain "neutrality"—to use a term now very much in vogue—recognizing as they have that the exploitation of the new line should not be permitted in any sense to interfere with the sale of coal and gas stoves.

The business which has been worked up has been due perhaps quite as much to the previous purchasers as to the efforts made by the firm to effect sales. Mr. Turnbull informed a representative of Hardware and Metal that the stoves they had sold had given universal satisfaction. Customers have been so well pleased with the way their stoves have worked that they have talked enthusiastically about the new line to friends and in this way have advertised the electric stove in the most effective manner.

At the present time the sales are limited almost exclusively to the well-to-do class. Stoves running from $60 to $125 are considered out of the reach of the average purse. Nevertheless, it is confidently believed that in time the electric stove will come into more general use. It is pointed out that the initial outlay is the only respect in which the electric stove qualifies for the luxury class. The cost of running one is not heavy. Opinions differ on this point, some contending that the electric stove is more economical to operate than either a gas or coal range; others stating that it can be run as cheaply as the other kind.

At the present time, electirc stoves are regarded as more or less of a luxury and firms retailing them are placing them for the most part in homes which already have coal and gas ranges. In that way, the handling of the new line can be made very profitable as it means sales with a satisfactory margin, without cutting into the regular stove business.

BY YOUR WORKS.

It is not by what we say we did or will do that our neighbors judge us while we live or posterity when we die. It is by what we do while we are in their midst, not the size of the job, but the completeness of it. Each man's task is his own individual opportunity to make a bit whether it is the proper and honest laying of brick or the proper and honest handling of finances. A good hardware clerk is entitled to as much proportionate credit as a good general. The difference may be only in their fields, not necessarily in the ability of the men. We can't all be great generals.

WHAT IS IT?

What is it that makes a man buckle up and take another trip when collections are slow, sales dull and margin of profit small? What is it that enables him to go about with a smile when his little world is all wrong? What is it that enables him to take up another hole in his mental belt, slap himself on the back and say: "Go to it old-timer," what is it?

Sand, just sand.



Stove display in the Scott & Lake store at Edmonton, Alta.

Displaying Stoves on the Main Floor

Edmonton Hardware Firm Has an Especially Attractive Display of Stoves on the Main Floor—The Tool Department has Novel Sampling Feature—Paint Department Well-Arranged.

WESTERN CANADA can boast of many exceptionally fine hardware stores. In a growing and prosperous country like the Canadian West there is a great need for hardware, and it is safe to say that the needs of the country are being well looked after. Many of our finest and most up-to-date retail establishments are located in the Western provinces. The proprietors of these establishments are alive to the opportunities which exist, and spare neither time nor money to make their places of business attractive in appearance and convenient for rapid merchandising.

Hardware and Metal representatives who are continually traveling through the West find new display ideas in almost every town or city they visit.

Westerners with few exceptions are always willing to relate their experiences for the benefit of others in the trade. If a new sales plan proves successful or a special method for displaying goods has proven satisfactory, they do not keep the information under their hats.

The accompanying illustration shows an interior sectional view of the Scott & Lake hardware store at Edmonton, Alta. On looking at the picture you will no doubt be impressed by the uniform and well-arranged display of stoves on the main floor. The front row is composed of coal oil heaters. The various other lines of stoves are neatly arranged in order of size, the larger stoves being shown at the rear. A customer on entering the store cannot help but see the large range of stoves shown. The Scott-Lake Co. are fortunate in having a large store and they are able to make an imposing stove display on the main floor without crowding or interfering with other departments or lines. Plenty of space is available and the stove display is not crowded. Customers can pass between the rows of stoves and examine each stove without danger of coming in contact with obstructions such as are often encountered in stores where limited display space causes overcrowding.

In addition to having an excellent stove department, this store also has other interesting features. The paint department located at the rear on the right side is a model in many respects. A large stock of painting materials is carried and the department is always kept in tip-top shape. The stock, including ready-mixed paints, varnishes, brushes, etc., is always on display, and the paint department presents a splendid appearance, a feature which makes a good impression on customers.

Tool Department.

The tool department is particularly attractive. The samples are shown on doors which swing outwards and are finished in white enamel, the panels are let in and are covered with green burlap on which the samples are shown. The green burlap makes a very effective background for the tools displayed there. The stock is carried on shelves behind the swinging doors. Surplus stock is carried below the ledge and also above the wall fixtures, as shown in the illustration.

Silent salesmen of neat design are used for showing cutlery, case goods, carvers, etc. The whole interior of the store shows that extreme care is exercised in arranging displays of the merchandise carried.

Selling Stoves by Rule of Thumb

A Seeker After Knowledge Learns the Commoness of the Lack of It—Selling by the Other Fellow's Cut and Dried Direction Instead of by Force of One's Own Individuality.

I WAS much impressed in a recent trip among the stove stores by the variety of salesmanship, or lack of it encountered. It was hard to lay one's finger on the real lack. There was no rudeness, the clerk was usually attentive, my questions were answered, usually smartly, and in just a few cases inaccurately.

But there was something lacking and in trying to formulate a name for it, I felt in the foolish position of one who seeks to convict another of a crime that does not exist. The happy thought struck me to put down on paper the prime requisites of salesmanship and then to check off those I had found. The rest was easy. It was aggressiveness, aggressiveness with a great big A. My questions had been answered but no new ones had been introduced to me. The various salesmen had followed my line of thought, instead of skilfully causing me to follow up theirs. They had been content to follow instead of to lead. I do not mean by that that a salesman should always sandbag the customer of his buying idea and present him with another in its stead. But I do mean that when a customer takes an antagonistic attitude as I did out of malice aforethought that the salesman should seek to inveigle him from criticisms of the stove to an appreciation of its good points. In short, my men had been bromides and their virtues almost entirely of a negative rather than a positive nature.

One case was particularly illuminating. It was an exceptionally good looking store and a well groomed salesman of good physique who met me—all of which had the effect of putting me, unconsciously, in a receptive frame of mind. The stove that I enquired about was a rattling good one and I flatter myself that I know it fairly well. In my questions, I purposely avoided any mention of its strongest features. Do you suppose Algernon did? He did —— not. He was more taken up with something else. I had mentioned a rival stove in glowing terms in conjunction with an invidous comparison between the two. He lost interest in everything else right there. He knocked that stove like a woodpecker and the more he knocked it the more harm he did his own. When he got through I was very well informed on the rival stove and but except for what I knew before I entered the store, was completely uninformed about the one he was making a bluff of selling. That chap knew better. I'll warrant he knew his own stove well, so well in fact that he had forgotten that others who might be making a living by digging sewers or clipping coupons might not know a good stove from a hole in the ground. I noticed a Hardware and Metal nearby. I suppose that he will see this. I believe that he is the kind of man who welcomes, not destructive but constructive criticism. He had all the equipment of a salesman but a state of mind, and that he must cultivate or become a victim of the primal law of the survival of the fittest.

In another place I also simulated entire ignorance of stoves and further indecision as to what variety I wished to buy. I hovered moth-like, first here, then there, at gas and oil and so on down through the gamut of stoves. The salesman, save the mark, fell a victim to the indecision that I practised. He hemmed and hawed, said "It all depends," looked wise and offered not one good live opinion as to what I needed for my particular wants.

Another fellow—for he was a fellow and not even a chap—presented a puzzling case. He was so busy talking he would not let me even ask a question. Cut me off at the pockets every time that I threatened to interrupt the silver stream of his eloquence. It would hardly be right to say that he lacked aggressiveness, for he had it—of a kind. Rather he lacked initiative. But his aggressiveness was vapid, a thing of wind and smoke, that, starting from nowhere dissolved into nothing. He talked like Soapy Smith, but with less direction. I'll bet he practised mien and words, nights, before his mirror. He had learned by heart, something his mind could not encompass. Lacking knowledge and conviction himself, his words spattered off his listener's mind like an April shower off a tin roof. If he said one enlightening thing about that stove in the course of his peroration I failed to grasp it. Slush, lovely slush.

The funny part of it is that I am sure each one of those men considers himself a salesman, and a finished product at that. They have probably read those deadly selling articles with which we are submerged, that travel around and around in a monotonous circle, that are as lacking in pep as the men they seek to educate. They have stored away in their minds the salient facts of their teachers' golden rules and then fall asleep at the switch, secure in the knowledge of their own infallibility. Not until that day when a kindly God will give them powers of self dimination will they know that they suffer from the vital lack —individuality of method, iniatitive and aggression, born in their own brain to meet the special need of the moment in place of a stifling and complacent self-sufficiency that reads a treatise on salesmanship and then applies for a master's degree.



Exterior view of Scott & Lake store showing stove and paint displays in the show windows.

Where Businesslike Methods Secure Business

Showing How the Oil Heater Business is Being Handled in One Town — One Merchant Was Pessimistic and Not Doing Much Business—The Others Are Doing a Good Volume of Business,

I CALLED on a hardware man a few days ago. He told me he had been in business at the same stand for a good many years and that everybody for miles around knew about him. He didn't think that advertising would be beneficial to his business because everybody knew where he was, and if they wanted anything in his line from him they would come and ask for it.

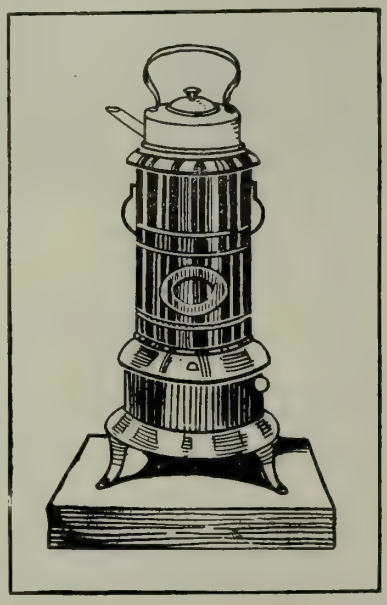
He would like to sell his business because he did not think that any man could make much money in the hardware business in his town. He had been there for many years and had only made a fair living. I asked him about prospects for fall business, and he said that things did not look very bright. He was afraid the financial stringency and the war would have such a bad effect on things in general and that his business along with others would suffer considerably. I tried to cheer him up, but it was no use. Business and the country were going to the dogs and things looked hopeless. He was so pessimistic he would give you the blues.

Our conversation finally drifted around to the fall stove trade, and I asked him how he found business in the stove line last winter. He replied that he sold about the usual number, and that sales seldom varied in volume from year to year. The total sales of stoves in any one year did not figure up to a large amount.

I asked if he sold many small coal-oil heaters last year and whether he anticipated a good demand this year. He replied that there was no demand in his town for such a line. He said that he thought a few people had mentioned coal-oil heaters last fall, but he was not sure. Anyway, there was no call for them and he would not stock them.

I thought it rather strange that in a town of 5,000 people, with three hardware stores, there should not be a sale for such a popular line as the small coal-oil heater which is used so much during the fall, winter, and spring.

I went down to interview hardwareman No. 2 of the same town and he was a little more optimistic. Business had been pretty fair with him, and he was looking forward to a very fair fall and winter business. I decided to ask him particularly about coal-oil heaters, so I asked what he thought of them. He replied that he considered some makes of coal-oil heaters as being splendidly constructed, and he had found that they gave good results. Last fall and winter he pushed them for the first time and sold eight stoves. He was going to try and sell an even dozen this year, and he had already placed his order for them. When asked regarding the demand, he stated that he did not wait for the demand. His policy was to create a demand himself and by constantly displaying and demonstrating the heaters he was able to get many customers interested. He starts early in the fall to distribute literature, advertising coal oil heaters, and he finds that this method often leads up to sales later on. By talking oil-



A Northern Ontario merchant last winter gave demonstrations of the heating qualities of oil heaters. He mounted an oil stove on a small stand, fastening the legs by screws so that danger by overturning was eliminated. A small tin teakettle was used to show how quickly water could be boiled. On Saturdays the stove was kept going continuously and the steam rising from the kettle attracted much attention.

heaters and keeping them well displayed, and also distributing literature, this merchant found coal oil heaters a very satisfactory line.

I then called on hardwareman No. 3 and found him the most enthusiastic of all. He thought that the modern coal oil heater was one of the greatest conveniences at the disposal of the householder.

"Why," said he, "we use one in the office and it works splendidly. We have been using it for over three years. It is indispensable during the fall, winter and spring, because our office is not heated by the furnace, and the owner of the building refuses to have alterations made. Whenever a customer becomes interested in a coal oil heater, we send her back to the office to interview the lady bookkeeper, and that means that the sale is clinched. Our bookkeeper says she would freeze to death in the office during the winter if she did not have the coal-oil heater. We advertise the heaters in the newspapers during real cold snaps, but not at any other time. We believe in advertising them when they are most needed. We also use our windows to good advantage. You know you can make a splendid window display of oil heaters. We also make good use of the showcards, which are supplied by the manufacturer. During the cool weather we always have one stove in operation, so that we can demonstrate it, and I tell you it helps a whole lot in making sales. Another thing I must not forget to tell you is that every clerk in the store can tell you how long the stove will burn with one filling—the quantity of oil consumed in a given time under ordinary circumstances—and also the cost of burning per hour. I tell you those are the points you can drive home with good effect when you are endeavoring to close a sale. Another strong point is that I guarantee the stoves to be odorless and smokeless. I also have the names of several satisfied customers as references. For a moderately priced, satisfactory and easy-selling stove specialty line, I do not know of anything better than the small oil heater."

Merchant No. 3 was a live wire. He had a good store and a good business. His stock was neatly arranged and his clerks showed by their actions that they were interested in the business. He said that his business during the first six months of 1914 showed a very nice increase over the corresponding period of last year. He was an altogether different type of merchant than hardwareman No. 1, and he is making money.



One of the largest hardware merchants in Port Arthur, speaking of the stove trade, declared his belief that this business was going to the smaller dealer. He added that it required so much personal attention they were unable to attend to it. Another dealer in the same town said the Jews were fast getting hold of the stove trade.

Evils in the Heating and Ventilating Trade

Heating and Ventilating an Important Problem from a Health Standpoint—The Cheap-Jack Mechanic is a Menace—a Movement in the Right Direction—Adequate Inspection of Installations Needed.

CONSIDERED from a health standpoint the heating and ventilating problem is one of the most vital with which engineering science has to contend. Although the problem is a vital one, there are people who treat the subject lightly and allow the heating and ventilating of their homes to be done in a haphazard and dangerous manner. There are also many would-be mechanics who are constantly making trouble for furnace manufacturers and for dealers, who are trying to raise the standard of the heating and ventilating profession.

Much trouble is also carried by speculative builders, who construct houses as cheaply as passible. Little attention is paid to the installation of furnaces, and price appears to be the chief consideration. There are also the furnace dealers who cater to customers of this kind. Many purchasers of houses which had been erected in the first place for speculative purposes find to their sorrow after purchasing that the heating plant is very inefficient.

Furnace is Blamed.

Quite frequently the furnace is blamed when as a matter of fact the fault lies with the party who installed the furnace. It is a regrettable feature that a good furnace made by a reliable manufacturer is often unjustly condemned by the user as a result of the user not getting the results he expected. In many cases the furnace is all that could be desired, but the manner of installation is entirely wrong.

On the other hand, there are furnace dealers who will not cater to the builder who is looking for cheap workmanship cut and prices.

These dealers believe in doing good work and charging a fair price for it. They try to show prospective customers the importance of having the work done properly.

Cut Price Jobs.

In cut price jobs there is little or no profit for the dealer, and seldom any satisfaction for the customer. It is better to pass-up the job than to do it at cost and sacrifice your reputation by installing cheap materials and poor workmanship.

Every furnace dealer is entitled to a reasonable profit on his material and labor, and it is far more satisfactory to do one good job which realizes a profit than to do three or four jobs at cost.

The Successful Dealer.

The dealer who does good work and charges a fair price is the one who gains the confidence of his fellow-citizens and builds up a large clientele of loyal and steady customers.

The cheap jack dealer who cuts prices and does poor work may do a rushing business for a little while, but he soon loses the confidence of his customers, and his days are numbered. The man who works cheap, uses cheap material and pays no attention to heating and ventilating laws is a menace to society. He cannot expect to build up a successful business or a large bank account.

The most unfortunate feature of his existence is that he makes it mighty unpleasant for the dealer who is trying to give the public a square deal.

A Good Movement.

During recent years there has been a movement toward securing supervision of furnace installations. This is a move in the right direction, and should receive hearty support. In this connection it is quite in order to reprint a portion of an article which appeared in the July 18 issue of Hardware and Metal:

"The heating men are so poorly organized that they have never accomplished any lasting good in the sporadic remedial measures that they have attempted to inaugurate. They are practically unanimous in their desire to remedy the evil, for even the incompetents may be ignorant of their own lack and blame conditions on others, but their efforts have hitherto lacked direction, intensiveness or some other essential equality that is necessary to success. In spite of 'gentlemen's agreements,' someone's eyes have invariably proved larger than his stomach, so that he cut prices to corral the trade and soon others of better calibre were doing the same under the silly delusion that they were protecting themselves.

"The bulk of the manufacturers are entitled to greater credit than the retailers. They have, in known instances gone to the extent of refusing to sell furnaces to men who were good customers and quite competent in other lines. Such action requires a far-sighted and broad-minded policy, for the average man who can and will pay cash for his furnaces is apt to take offence at the imputation that he cannot properly install them or at least buy the services of those who can do so.

"The vital requirement is that the unfit and incapable be weeded out of the trade before they ruin it for the remainder. The incompetents are usually the worst price cutters, and in any event that evil will be less noticeable with the improved conditions resulting from a riddance of those incapable of properly installing a furnace.

"There is one untried plan that offers possible relief from existing conditions, and that is the appointment by the municipality of thoroughly competent furnace inspectors, and in addition or even separately, the requirement that any would-be furnace man pass a rigid provincial or civic examination.

"It should be a comparatively easy matter to have the necessary legislation passed. Anything of a corrective nature that emanates from those who it is meant to correct should find the legislative ways greased for its quick passage."

Hardware and Metal recently received a letter from a man who has been identified with the furnace trade for many years. In his letter he says:—"In many cases price appears to be the only consideration. Until such time as we can secure inspection of this line of heating we can expect nothing other than the poorest class of work. At present the furnace is nearly always blamed for defects due to improper installation. I hope to see the time when all warm air furnace work will be inspected by competent men. Then and then only can the best firms compete on a fair basis. I have been in the business nearly all my life, and during my many years on the road I have found that nearly all complaints regarding hot air furnaces are caused through the ignorance of would-be mechanics."

This traveler expresses the views of many in the trade.

THE POWER OF SUGGESTION.

The power of a good suggestion is rarely given that credit that is its due. So many people aid potential customers for some article they had not thought of that it pays the salesman to rack his brains thinking up a suggestion for a purchase. If a man buys a gas stove, suggest a lighter, if he buys some paint, suggest accessories, etc.

Selling Gas Heaters in Hardware Stores

Competition is Causing the Trade to Look for New and Profitable Lines—Many Specialty Lines Available for Retail Hardwaremen —Gas Heaters a Good Line—How to Connect a Heater.

Written for Hardware and Metal by J. E. Newton.

THE pressure of competition and the increased cost of doing business has caused many hardwaremen who for a number of years were content to stick closely to the line and carry only goods recognized as belonging to the hardware field, to be on the look-out for profitable sidelines. In fact, many hardware stores in Canada to-day derive a large percentage of their profits from side lines or specialties which have been taken on and pushed with more vigor than some of the staple lines of hardware which do not allow a large margin of profit.

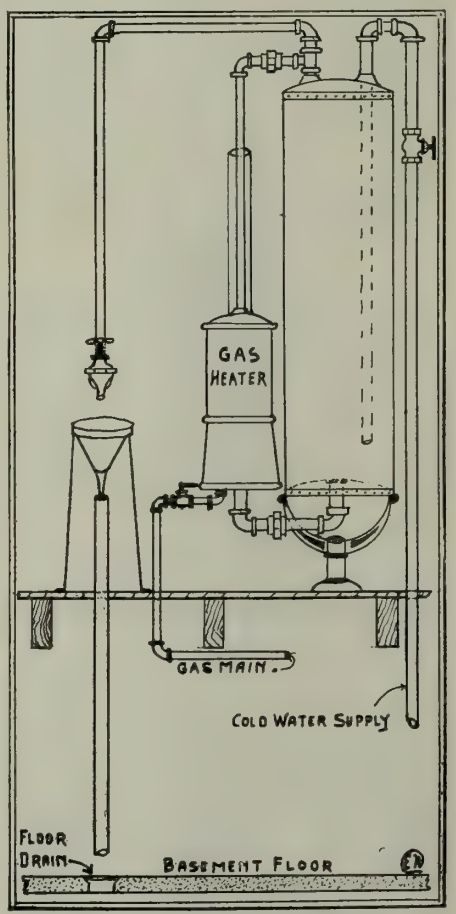
The average hardwareman, like merchants in all other lines, is feeling the effects of competition more or less. Competition affects different merchants in different ways. We have the merchant, or storekeeper I should say, who immediately on feeling the pinch of competition relaxes his efforts and complains about the unfair tactics of others. On the other hand, there is the merchant who is spurred on by competition. Very often the best that is in him is not brought out until he runs up against a progressive competitor and he then gets busy and probably does more business as a result of competition than he did when there were fewer competitors in the field.

For the hardware merchant who wishes to expand his business without adding to the size of his store or without expending an excessive amount in additional stock, the question of securing profitable side lines arises. The range of hardware specialties produced in recent years and suitable for distribution through the channels of the retail hardware trade is too large and varied to be enumerated here. An almost endless array of splendid sellers can be selected from the specialty lines now offered to hardwaremen, and the investment necessary for adding these lines is not a heavy one.

The line I wish to refer to particularly in this issue is the domestic gas heater, which is finding a ready sale in many places. This line is rapidly taking an important position among the real necessities of the average home, and is becoming recognized as a universal necessity.

In almost every home where gas is used the gas heater is a necessity, and the fact is being realized to a large extent by the public. The householder who is the possessor of a gas heater which gives satisfactory service is a good advertisement. He will always recommend it to his friends. Just think of the convenience. In the hottest summer weather or the coldest winter, hot water, and lots of it, may be secured in a comparatively short time by using a domestic gas heater.

The heaters are easily connected if directions are followed, and very little



Showing how gas heaters may be connected up for demonstration purposes in the store.

room is necessary. The simple operation of touching a match is all that is needed to start the heater and circulate hot water throughout the house.

Gas heaters are now being sold in large numbers by retail hardwaremen, and although the number of merchants carrying the line is comparatively small, there is every reason to believe that within a short time the gas heater will find a prominent place among the good selling lines of the average hardware store.

I have interviewed a number of retail hardwaremen who are selling gas heaters, and almost without exception they have told me that they are meeting with splendid success in selling the line. One merchant located in a city where competition is exceedingly keen frequently sells two and three heaters in a week.

When the name "gas heater" is mentioned to some people they immediately think of equipment that will cost anywhere from 50 to 100 dollars. It is true that heaters may be purchased at the above figures and higher, but the rank and file of householders want a cheaper heater, and in this connection there should be no difficulty in securing a reasonably priced line within the reach of all, from the large variety of moderately priced heaters now on the market.

The hardwareman, after deciding that he will endeavor to sell gas heaters, should investigate thoroughly the various makes offered and select a line which he can rely on and guarantee to his customers. He should then see that all his salesmen are thoroughly conversant with important subjects which may be discussed during an attempt to make a sale. It is necessary to know the cost of operating; quantity of water than can be heated in a given time; cost per gallon for heating water, and how to connect the heater to the hot water boiler.

Several retail hardware firms selling gas heaters give demonstrations in the store. The cost of setting-up a gas heater with boiler is not high, and the interest the average customer will take in a demonstration is astonishing.

Batty Bros., Dundas Street, Toronto, and Magee's, the Lucky Hardware, on Danforth Ave., Toronto, are hardware firms who have met with splendid success in selling gas heaters. In both stores a heater is connected up for demonstration purposes.

Connecting a Heater.

The accompanying illustration shows how a gas heater and hot water boiler may be connected up for demonstration purposes in the stores. This style of connection is applicable to the majority of heaters. It will be noticed that the bottom of the heater is level with the bottom of the boiler. In exceptional cases it is sometimes necessary to raise the heater a few inches.

Continued on next page.

Methods of Displaying Stoves at Fall Fairs

Fall Fair Season Rapidly Approaching — How One Merchant Overcame the Small Space Difficulty—Farmers Take Great Interest in Fall Fairs.

WITHIN one week Canada's great annual Exhibition at Toronto will be under way. For a period extending over two weeks thousands of people daily will flock to Toronto to see the Exhibition. Shortly after the close of the Toronto Exhibition we will hear of coming "big doings" in other parts of the country. The season of "fall fairs" will be under way and this is the one big event for many of the rural communities. The man who does not visit a few of these "fall fairs" each year knows little of the enthusiasm or interest which exists at these annual gatherings. It is true that many of the country fairs are small in comparison with the fairs in the larger cities, but nevertheless, they are dear to the hearts of the farmer. Many of the farmers are members of the fair board and it is not uncommon at this season of the year for the hardware merchants to receive many visits from deputations asking for contributions of cash or merchandise to be used as prizes. To many merchants the solicitation of prizes from them appears unjust. On the other hand there are merchants who claim that they benefit by the contributions, and although as a general rule they do not get direct results, they claim that during the course of a year they are well repaid for the small amounts donated to the county or township fair. To dealers the only return they appear to get is the satisfaction of having their name appear on the fair programme. Whether the claims for donations are just or unjust is a question that must be decided by the merchant. The dealer should remember, however, that farmers as a general rule are very clannish and if the fair in which they take the greatest pride is slighted or overlooked by a merchant they are liable in some cases to take their trade to another store.

There are some retail hardwaremen who make the fall fairs act as advertising mediums. Exhibits of various hardware lines are shown and advertising literature is distributed. Among the lines usually shown it is almost safe to say that stoves are the most prominent. A fall fair without a stove exhibit or two would be incomplete and the farmers' wives would not have an opportunity of discussing the qualities of various makes. Many merchants arrange to show a very large assortment of stoves and have one or two experienced salesmen in charge. Very often arrangements can be made to have a factory representative present.

It is not uncommon to conduct cooking demonstrations at the fair and distribute tea biscuits, etc., among the ladies present. This feature always attracts large numbers of people.

If the salesmen in charge of the display get down to business it is always possible to secure a good list of prospects names. These can be followed up later on by personal calls, letters or by the advertising department of the manufacturer. Some retailers are inclined to scoff at follow-up systems, but they are generally small merchants who do not do a large business, and wonder why.



Showing how a stove was displayed at a fall fair by a merchant who was unable to secure a large display space.

A big mistake is sometimes made by merchants allowing inexperienced juniors to look after the displays.

These employees, through lack of knowledge of the line, are unable to answer questions put to them by prospective purchasers. At least one experienced salesman should always be on hand to answer questions.

In order to make a good display of stoves, considerable space is necessary and arrangements for space should be made early in the season. The use of bunting, flags, posters, etc., will help to brighten up the exhibit. A few extra chairs where ladies can sit down will be appreciated by them. An effort should be made to keep the stoves free from dust and have them in perfect condition. The women at the fairs are very critical and are more inclined to look for defects than for the good features.

One merchant who wanted to make an exhibit at a fall fair last year delayed making application for space with the result that at the last minute he found himself crowded out. The only available space was one four feet square. The accompanying illustration will show how he arranged his exhibit. Only one stove was shown. It was mounted on a stand which was covered with linoleum. A large electric light dome suspended from the ceiling threw a ray of light over the stove. One large showcard was used. On the card an invitation was extended to those interested in stoves to visit the stove display at Blank's store. This display, although small, attracted a great deal of attention. A stove exhibit at the fall fair is a good proposition if conducted in the right manner.

SELLING GAS HEATERS IN HARDWARE STORES.

(Continued from page 114.)

In connecting a heater the workman should see that all pipes connected to the heater are reamed or cut without burring. A burr in the pipes will often cause slow circulation. I know of several instances where complaints were made regarding heaters not working satisfactorily. On inspecting the work it was found that burrs had been left on the pipes. After the removal of the burrs the results were very satisfactory. When a heater is connected up in the store the salesman has a splendid opportunity for interesting customers. One demonstration is worth a hundred circulars.

Although there is a large sale of gas heaters for heating water for domestic purposes, they are also being used for other purposes, such as heating auto garages and for heating rooms which are situated at considerable distance from a furnace.

When used for the latter purposes a radiator is necessary.

The domestic gas heater proposition is a live one, and worth looking into. Some hardwaremen are making a nice profit on the line. Are you interested?

Short Stove Items

Sold 43 Stoves in Six Days—Store Lined With Metal—Stove Brevities.

SOO HARDWARE.

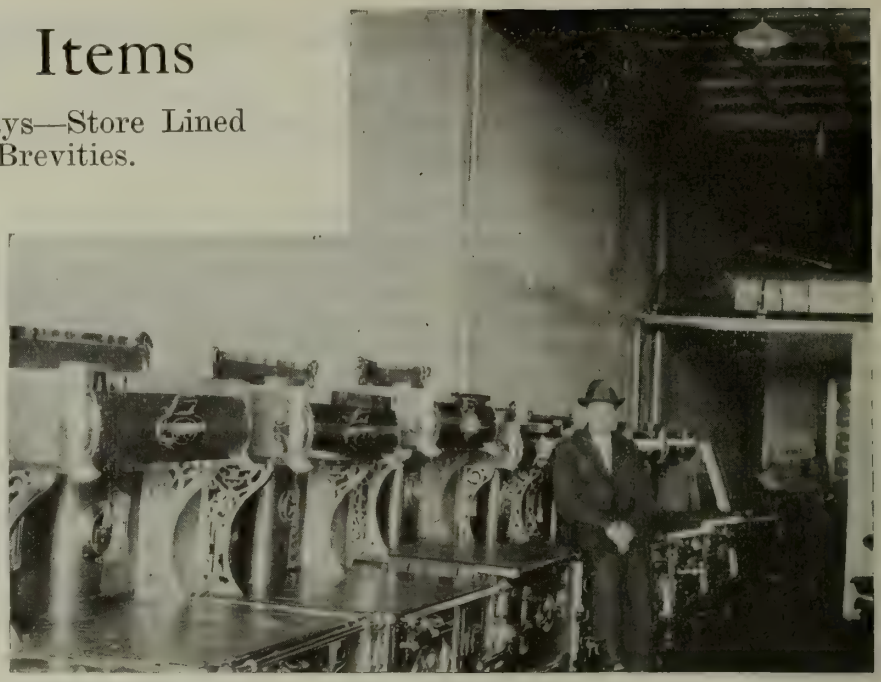
BECAUSE a clerk in another store was bragging about the number of stoves his firm sold per week, the Soo Hardware Co., Sault Ste. Marie, Ont., decided to keep track of their stove sales for a week. They discovered that 43 were disposed of in six days, four cooking ranges going in one forenoon. This is a splendid record considering that there are five other hardware stores in a town of 16,000 population. It should be added that special efforts were made during this week to clear out their stove stock, and this was in reality a sale.

This company has no special method of going after the stove business, just tackling a customer when she or he enters the store. They have often had cases of people coming in to look around, already impressed with a stove they have seen in another store, and yet having told of the guarantee going with their stoves, they have effected a sale.

The Soo Hardware Co. was taken over by new management a short time ago, the owners now being E. Keyes and James Reynolds, the latter being manager. In very few months the business has doubled in volume. New cabinet-back sampled fixtures have recently been installed, and the management state that their sales of shelf hardware and tools has gone up enormously since introducing these sampled cabinets. A large number of foreigners, principally Galicians, Doukhobors and other foreigners, reside at the Soo, who are often unable to state in English what they need. Often, while glancing at these samples, they see the very thing they require, and with loud exclamation demand it.

The store is really two stores, one being used for general hardware, and another, with a separate entrance, for displaying stoves and heavy goods. About half-way up the store on the hardware side is an attractive display of enamelware, a picture of which accompanies this article. It is effective, because people who wander around the store see it, admire the enamelware, and choose whatever they require. It is also used for displaying aluminum and tinware, as well as for special sales.

The man sitting on the stoves shown in the other picture is Jack Findlay, of Carleton Place.



View of the stove department of the Soo Hardware Co., Sault Ste. Marie. J. Findlay, of Carleton Place, is sitting on the stoves.

WITH METAL.

THERE is something in nearly every hardware store that is new, original and peculiar to that one store. It is often hard to find, but if a thorough search is made it can be found. It's hard, though, sometimes for, to a casual observer, the average hardware stores are as much alike as peas. "No, I don't think we have anything new in here," says the proprietor, but while he is saying this you look around and see some interesting fixtures for carrying bolts or a new display table with unusual features, or maybe there is something about the hardware merchant himself. Usually he does not know when he has something out of the ordinary in his store.

There are two things in the new store of the Sudbury Hardware Co., Sudbury, that would be hard to find elsewhere. Firstly, it is lined entirely with metal. It is a common thing nowadays to see a metal ceiling. It is supposed to keep a store clean, but this store has metal sidings, too. There is little virtue in it for a hardware store, however. When the fixtures were put up it was necessary for the nail to hit the scaffolding to secure a good hold.

When they were up they looked pretty good from the point of view of cleanliness. What struck a Hardware and Metal representative most, however, was the splendid background this metallic siding had for a display of stoves. A picture of a display of oil stoves against the light background accompanies this article. Usually stoves are shown in bulk in the rear, or in a warehouse, where the background is sombre as death. Stoves are black enough at it is, and were it not for their polished fittings the aspect would be funereal indeed. The classic curves behind the stoves shown in this illustration are more conducive to quick sales than the grimy walls of the warehouse.

A word about this new business recently opened in the mining town of Sudbury. It was begun by A. A. Cameron, who is well-known in this district as a stove salesman. He started in the business several years ago by canvassing Sudbury district and Copper Cliff for electric irons and stoves, so that to-day he is more or less an expert in this business.

He was formerly located at 92 Elm Street, but last February he went into partnership with John A. Moore and rented this new store at the corner of Elm and Lisgard Streets. As a matter of fact, the metallic ceiling and siding was in when they rented it. Paints, glass, oils and stoves are their big selling lines. They also do quite a trade in bicycles.

On an elevated floor at the rear they carry a fairly large stock of furniture, a line which goes well with hardware in their district, their stock of which will shortly be increased. On the floor are several piano-players, one of two things referred to at the opening of this article that one seldom sees in a hardware store. Gramaphones have long been wedded to the hardware business, but piano-players are something new.

STOVE BREVITIES.

The manager of the hardware department for Marks, Clavett and Dobie, Port Arthur, speaking to a Hardware and Metal representative about combatting the mail order houses, said: "We have got to try and educate the public that by dealing at home they can get better value, and can see the article before buying. For instance, I had a man come into this store who had seen a range advertised in the catalog of a mail order house at $16. I showed him a stove on the floor, the price of which was two dollars more, but explained to him that mine was made from good iron, whereas the one in the catalog was possibly made from scrap and full of holes, and that he would be taking a long chance in sending away for a stove. He took our stove, and we erected it in his house for that price, saving him a lot of trouble. We also gave him a heavier stove by 27 lbs."

* * *

A Hardware and Metal representative was taking pictures in a store in Western Ontario. He stopped to snap a rather interesting fixture, and requested a tinsmith who was within range to stand still a minute. After it had been taken, the tinsmith, who stuttered, said: "B-b-b-b-b-b-but I'd r-a-r-r-r-r-rather you took a p-p-p-p-p-p-picture of the s-t-t-t-t-t-toves."

* * *

An Eastern firm manufacturing stoves and supplying direct to the consumer have depots scattered throughout the West. Their success must be attributed largely to the fact that their salesmen are experienced at this business. They erect the stove and see that it gives satisfaction.

* * *

N. B. Gerry, West Fort William, is running a prosperous hardware store. He got his start in business by knowing furnaces from A to Z. He was always on the job, and got so well in with the contractors they do not trouble much nowadays about the price. They leave it to him.

* * *

When the new Sudbury store of the Cochrane Hardware Co. is completed, they expect to have a display of twenty stoves on the floor.

* * *

Many of the hardware merchants in Fort William and Port Arthur handle a stove made in that locality, as well as their own particular line. When a stove is ordered it is sent straight from the factory to the house, and the parts are so bright you can see your face in them. Sometimes those in the store are polished up and sold, and a brand new one sent from the factory as a sample. See that when you deliver a stove it is polished a little. It makes a lot of difference.

* * *

There are two ways of selling stoves: one is to wait until the customer comes in for one, the other is to get out and bring the customer in. Results by the latter method are likely to be larger than by the first.

* * *

One manufacturer alone claims to have sold two thousand electric ranges in the city of Winnipeg during the last few years. Also their sales for the first six months this year were double those of the corresponding period in 1913.

TOO MUCH STOCK.

The other day the writer had the opportunity of looking over the account of a merchant whose business was in the hands of his creditors for settlement. He could not pay his debts as they came due, so he went to the wall.

This story was written by the man who had the unpleasant task of straightening out the tangled affairs. In it was written the following:

"It seems that since the business was purchased by the present owner in October, 1913, too many goods have been purchased considering the amount of trade done. The business has finally reached a condition where it is impossible to go ahead successfully."

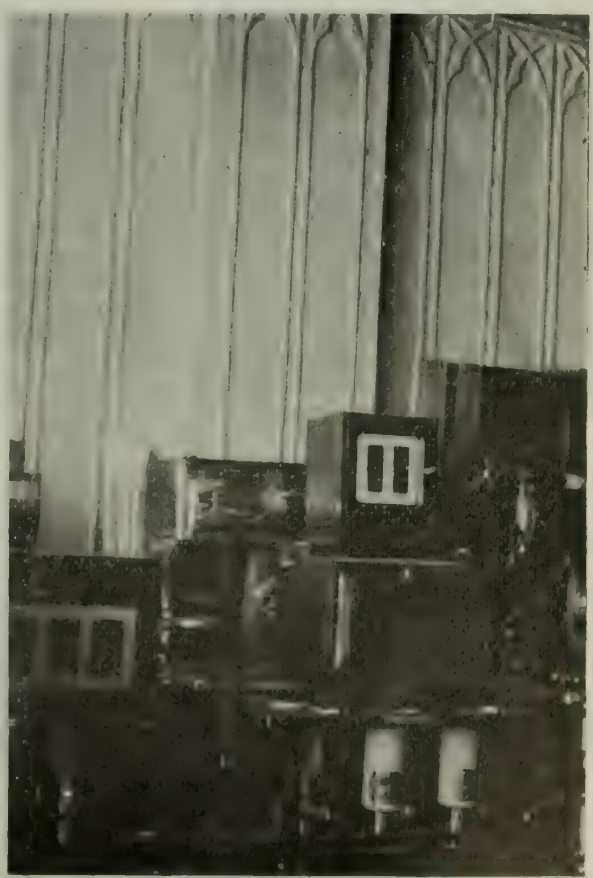
It did not take long for that concern to reach the rocks and its fate should act as a lesson to those who are inclined to buy without due regard to the amount of goods in stock and the amount of business being done.

That this is no isolated case is very evident from the statements sent to this office from time to time. Almost all of them show that the retailer is carrying more merchandise on his shelves than his business warrants.

A certain amount of this sort of thing will not necessarily produce insolvency, but it is a tremendous handicap to do business under and is a sure reducer of the profits that ought to be made.—Hardware Trade.



Another view in the store of the Sudbury Hardware Co. at Sudbury, Ont.



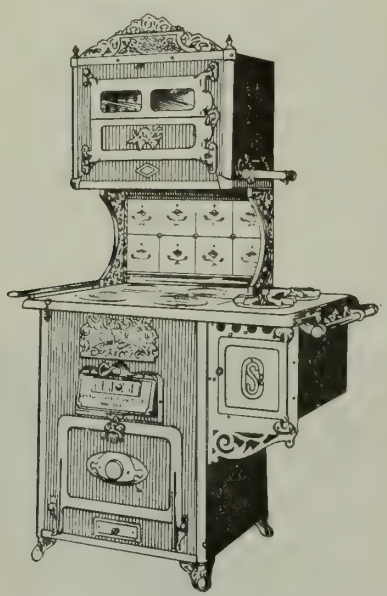
Sectional view of stove department of the Sudbury Hardware Co. at Sudbury, Ont.

Stove Improvements and Innovations

New Ideas in Stove and Furnace Construction

NEW COMBINATION STOVE.

A new combination gas and coal stove has been placed upon the market by the Canada Stove & Furniture Co., Ltd., St. Laurent, Que. As the accompanying illustration shows, the stove is very compact, having in all three ovens; the gas oven at the top, the coal oven at bottom, and the third oven or plate heater at the side. There are four lids for use when coal is the means of heating, while there are three gas burners in addition to the oven. Gas and coal can be used either



separately or together. The Canada Stove & Furniture Co., Ltd., state they will send full particulars to anyone interested in this new combination range.

BOWES, JAMIESON, LTD.

Bowes, Jamieson, Ltd., Hamilton, Ont., are putting in a number of new lines this year.

They include a complete line of high-class gas ranges consisting of two and three-hole cookers, two lines of single and double ovens, a low-priced line and a high-grade line, four lines of table ranges, one of which is finished in white enamel and is said to be particularly handsome and high-class, also a line of laundry gas stoves and hot plates and ovens for same. They have also one gas stove which was gotten up especially for bakeries. Then there is another line which is particularly suitable for restaurants as it has several very large ovens and a large cooking surface. In connection with the above lines of gas stoves they have also six lines of gas heaters which comprise twenty-one sizes. One of these lines of heaters is particularly handsome, as it is finished in blue enamel with nickel trimmings around the edges and top.

Oil Stoves.

The firm is just introducing a line of oil stoves, comprising cooking stoves in both the wick and wickless types and also two lines of oil heaters.

In addition to the above lines they are are now manufacturing a hot-air furnace. At the present time, this is only made in one size with 20-inch fire pot. This furnace is said to be particularly adapted to the class of houses which are now being built in the cities and the firm has found that the 20-inch size fills the requirements in about 90 per cent. of the cases.

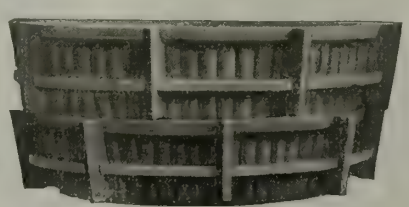
They are also marketing a line of round boilers for steam and water heating and also a line of square sectional boilers for steam and water. The round boilers comprise sixteen different sizes, while the square sectional boilers have thirty-nine sizes.

A new catalogue and printed matter is now being prepared of these new lines and the firm will be very pleased to mail same at a later date to any stove dealer or plumbers or steamfitters who are interested in any of these lines.

STEEL TRUSSED FIRE POT.

The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont., have invented and patented the new steel-trussed fire pot here illustrated.

This invention consists in having a square steel rod passing around each section of the firepot, through the flanges of the pot. The rod is situated about one



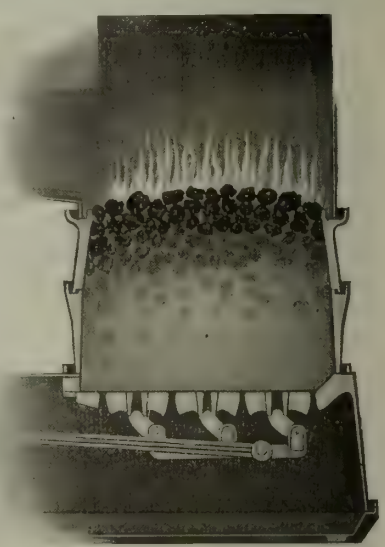
Hall Zryd Steel Trussed Pot.

inch from the body o fthe pot and is used into the senter of the flanges.

The fire-pot has a square steel rod passing around each section of the firepot through the flanges of the pot. The rod is stiuatted about one inch from the body of the pot, and is fused into the centre of the flanges. This rod and the flanges are said to increase the radiating surface of the pot 92 per cent., and render the pot free from bulging, warping, or contracting.

FURNACE IMPROVEMENTS.

The Pease Foundry Co., Ltd., Toronto, have made some improvements to the Pease "Economy" furnace, "700



Pease "Economy" Firepot.

Series," this year. The accompanying illustration shows the Pease Economy "700 Series" firepot absolutely straight on the inside from the centre down while the upper part tapers slightly inwards from the centre upwards.

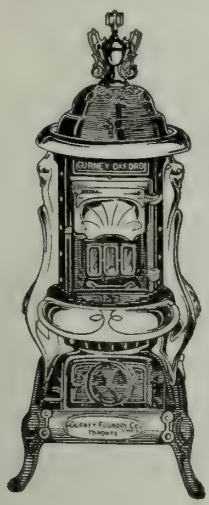
In this way the heat rays from the burning coal strike directly on the overhanging surfaces which gather and distribute every unit of heat possible.

This firepot, it is said, cleans itself easily and completely every time the grates are shaken and there is no waste of heat.

The Pease "Economy" 700 Series firepot is on the same principle that has been so satisfactory and successful in all Pease "Economy" furnaces. It is made in two sections, which fit one on top of the other with a cup joint. This prevents cracking.

Large clean-out doors have also been placed on the furnace and are said to

be a wonderful improvement and convenience and are situated one on each side of the feed door—thus enabling one to clean out the furnace in a few minutes at any time and without anw trouble, by simply opening the doors and insert-



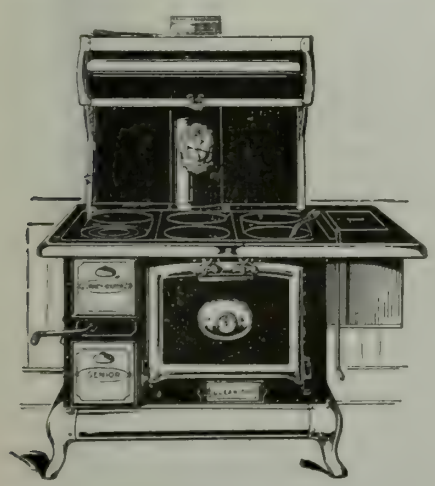
ing the brush, no matter whether the fire is going or not.

Provision has also been made for connecting a domestic water tank to the furnace, so that at any time the connection can be made without taking down the furnace or drilling any holes. On the lef-hand side of the feed door, space is provided with two holes, properly capped, capped, in the casting for the flow and return pipes. Copper bearing steel is used in the radiators of the furnace.

A new booklet on the subject has just been issued and will be mailed on request.

GURNEY FOUNDRY CO

The Gurney Foundry Co., Toronto, has several new lines of stoves which are being offered to the Canadian trade.



Oxford Fireside.

The new Oxford Fireside base burner has several modern features which the makers say will be a revelation to the hardware trade, and will be placed on the market this fall.

This line will come in one size only, with a 13-in. fire pot. It has duplex grates and other features, and is a medium-sized base burner at a price within the reach of all.

The Nugget Line.

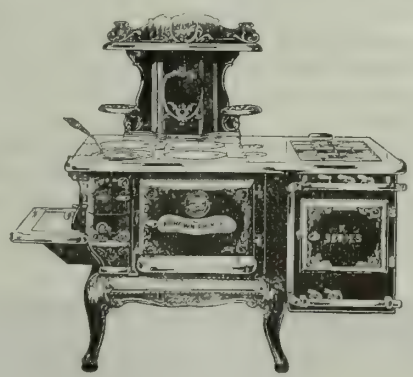
The "Nugget" line of light steel ranges and cook has been on the Canadian market for a number of years.

This year the new "C" series of Golden Nugget range will be offered to the trade.

This range is built with a 16-in. or 18-in. oven, has an unbreakable air-tight steel top, is equipped for hard or soft coal burning, and is priced extremely low, considering the quality of the material entering into its construction.

Gurney-Oxford Senior Steel Range.

The makers state that this new steel range should find a ready market throughout Eastern and Western Canada. Many of the features of the "Chancellor" and many modern improvements



and conveniences have been incorporated in a moderately priced steel range for hard or soft coal burning.

The range will be made with one size oven only, and is moderate in price.

The range is equipped with the Gurney-Oxford dividing flue system, the Gurney-Oxford reversible or duplex grate, the Gurney-Oxford broiler top, large copper reservoir, roll door warming closet and other features.

30-in. Vulcan.

Another new line added this year is the Vulcan 30-inch cook camp stove.

The Gurney-Oxford "Vulcan" can now be secured with an oven 30 x 28 x 16. This, in addition to an extremely large cooking top and the heavy construction, are features of the "Vulcan."

Crown Prince Combination.

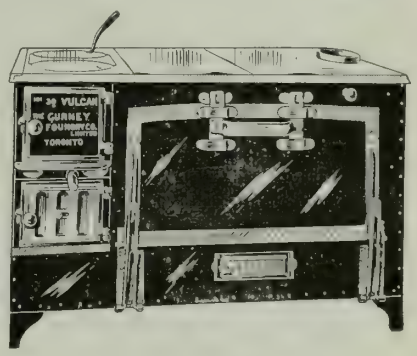
The Gurney-Oxford Crown Prince Range is now made with a compact and very efficient gas oven and cooking top, which can be secured at a moderate additional charge.

The combination attachment can be supplied for either natural or manufactured gas.

Gurney-Oxford Oak, 132 Series.

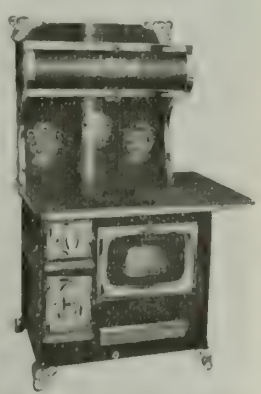
Another new line is an "Oak" with a plain "mission" design, lift off nickel trimmings, duplex grates and other modern improvements.

This "Oak" comes in three sizes.



THE EMPIRE LINE.

The Canadian Heating and Ventilating Co., Owen Sound, Ont., has recently added a number of new lines including the "Empire Prince" steel range here illustrated. The body is made of 20 gauge blued polished steel covered with asbestos. The flue bottom under the oven is made of 20 gauge steel covered with asbestos thus concentrating all the heat under the oven. The oven bottom is strongly braced to prevent warping The Duplex grates are said to be easily and simply operated and reversible for wood. The fire box is large and the linings are corrugated and extra heavy. The flues are large, designed to make it a free working range which is especially adapted for the Western trade where soft coal is used. The range is equipped with a high closet . Another new line recently placed in the market is the Empire Ruby range which has many distinctive features.



Empire Prince Range.

New Furnace Series.

The new 200 Series Empress King warm air furnace lines is said by the

makers to be the result of many years' study. They are making the 200 Series entirely from aluminium matchplate patterns which means smooth, uniform and interchangeable castings.

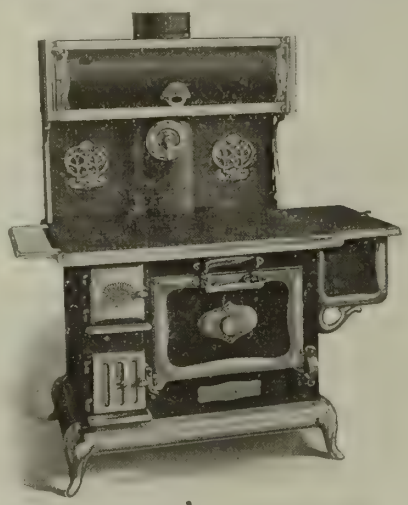
The Radiator and Combustion Chamber are combined in one. The radiator has two inside radiating surfaces in addi to the large outside radiating surface. The Radiator is of the horse-shoe type, and is so constructed that the hot gases and smoke are brought into direct contact with the radiating surface, thus extracting all the heat units possible before the smoke and gases reach the exit. The Radiator is made of heavy Appollo Keystone sheet steel. It is easy of access for cleaning both the front and back, which is always an important consideration.

The fire-pot is made of semi-steel in two sections allowing for expansion and contraction, and so prevents cracking. Has heavy flanges to strengthen it and increase the radiating surface. The furnace is provided with four heavy triangular bars, and can easily be removed through the ash-pit. It will burn hard coal, soft coal, coke and wood.

McCLARY MFG. CO.

The McClary Mfg. Co., London, Ont., have recently placed o nthe market the "Garry" steel range, here illustrated. This range is intended to fill a Western demand for a superior steel range at a moderate price. The makers state that the Garry is built of high quality material and superior workmanship, and its attractive appearance and moderate cost make it an extremely popular range.

The flue construction compels the heat to travel over the top of the oven, down



Garry Steel Range.

the side, across the bottom twice, up the side and over the top again to the smoke pipe. The economy in fuel is apparent, as no heat is allowed to go to waste. The top of the oven is protected from any excessive heat by a thick sheet of asbestos.

The fire-box is correctly proportioned to give perfect combustion and gives the greatest amount of heat with least consumption of fuel.

The fire-box linings are made of McClary's famous semi-steel, which the makers claim is a guarantee that no replacement will be found necessary for many years—constructed in nine pieces to prevent any ill-effects from contraction and expansion, and also reduces the matter of expense for repairs, etc.

The heavy duplex grates are constructed for long wear and are said to give perfect satisfaction. They have short, sharp teeth, which crush the clinkers with ease.

The ashes are guided into the ash-pan by a chute—the ash-pan is extra large and easily removed and emptied.

The heavy base adds considerably to the attractiveness of the Range in addition to giving it greater strength and rigidity. The front of the base and the two front legs are nickelled and blend with the other nickelling on the Range in giving it a distinctive appearance.

The oven door drops flush with the bottom of the oven, and makes a convenient shelf when removing dishes.

The Reservoir is constructed of polished copper, a feature that means exceptionally long service.

The Garry has an extra large cooking surface which, with the addition of the left-hand shelf, gives considerable room for cooking operations.

The high closet has spring lift-up door, roomy interior, and two nickel-plated teapot stands attached to the back.

The clean-out door is conveniently placed on the right-hand end of Range, and the direct draft damper handle on the left-hand side of the Range.



View of the splendidly arranged stove department in the Hudson's Bay. Co., Calgary store.

The Observations of a Difficult Stove Sale

Troubles of a Muck Raker—The Practice of Using Stove Tops For Show Cases, More Common Than Beautiful—It Usually Goes Hand in Hand With Robbing of Stove Parts—

Written for Hardware and Metal by Henry Lewis.

IT is with a feeling of peculiar pleasure that I received the request of Hardware and Metal for an authentic account of my incursion into the stove field. The peculiar pleasure referred to has to do with things of a purely personal nature that hinge upon the late financial flurry. To inquire into them further would evidence bad taste upon the part of my readers, so we will let the subject rest where it stands.

The only restrictions placed upon the writing of this article are that I should tell the truth, the whole truth, and nothing but the truth, to the tune of a thousand words. So here goes.

In the first place, I had no intention of buying a store. I was out for copy, and when I am copying I am ruthless. I know exactly how some army officers feel toward innocent civilians. I feel that way myself toward hardware clerks when I am out endeavoring to get them to say things that will later be used against them in the pages of Hardware and Metal. In fact, it has got so bad that I am thinking of hiring a boy to keep a classified card index that will show at a glance when and under what circumstances I visited a certain store. In this way I will avoid the chance of going into a store one day as a duly accredited representative of Hardware and Metal, and then of following it up the next day by a muck-raking trip for stove or some other staple copy.

I picked on this store on account of its nice-looking window, thinking I might get a dandy stove selling article. But, alas and alack! It was not to be. I bow my head to the inevitable, and trust that my readers will not be too critical.

I strolled over to the customers' floor, and, seeing that the clerk was busy with a lady, decided to get busy on a watching stunt. So I sat down. I had more than an idle interest in sitting down at this juncture, for I had made sudden and painful connection with a swinging stove door as I came in. But enough of that. I expressed my opinion at the time, and such are the unreasonable restrictions that the editors of Hardware and Metal have placed upon me that it is not compatible with my interests to repeat what I said. I certainly told that clerk what I thought of him. It is possible that he did not hear me, as I happened to say it all under my breath, not that I was afraid of him, though; not me. But it's just a way of mine.

That lady was some dresser. She looked as though she had just stepped out of Dry Goods Review—little-go-devil hat, lovely white dress, one of those balloon baskets for the hips, and all the what-you-callems. She inquired about some particular stove. He answered by promptly picking up a feather duster and getting busy with it on the stove and the enamelware that was on top of it. What he did to her dress was plenty. He apologised manfully and embarrassedly, and then made things worse by trying to shake the dust off her white dress with his grimy hands. However, they finally settled down to trading again after he had moved the miscellaneous goods over to the top of another stove. Incidentally he chipped a piece off an enamelware dish pan in doing so.

That chap was one of the most unfortunate youths I ever saw—well dressed, distressingly polite, and anxious to please, but he centered all his efforts on hopes for the future rather than on the matter in hand. He was all right, but his feet did not track.

The lady moved in between the stoves. "Zip!"—a dull "pouff!" and the balloon of her basket flattened out as a big roll of poultry netting clattered to the ground, hanging by the snag it had made in her skirt. She was some peeved lady, and in spite of myself I could not help but feel meanly pleased at her chagrin. Reason—I had caught her amused smile at my clumsiness when I had dug that hole in the floor a short time before. She should have been arrested there and then for indecent language. It was not what she said so much as the way she looked it.

As for the poor devil of a clerk, he was turning mental somersaults by this time, and the more he sought to please, the more wrath he fell heir to.

He took the loose end of wire out of her dress, straightened up the netting, and walked in a little deeper in his sea of grief. It was the stove lifter this time.

He stuttered—for he was in the stuttering stage by this time—that there should have been one, there was one, had been several dozen, etc. However, what was, wasn't; so my incapable friend dug the stove lids off with his fingers and broke a finger nail in the process. It began to look like the siege of Liege around there.

The lady looked the fire-box over, and then asked to see the oven. She saw more than that. My unlucky friend struck a match on top of the stove, and they both peeked in. I blushed myself. There was a whole bunch of shelf brackets in the oven. He made it worse by getting excited and mumbling that they had been looking all over for them for a week, and had sent an order the day before for another dozen. I expect they will have enough when the others get in.

That woman was a regular hawk, and began to get that clerk all fussed up with her questions. The striking of the match had exposed to her critical scrutiny the fact that the stove legs were rusty. She went after Mr. Clerk about that, but he, thinking a poor excuse was better than none, explained that said rust was caused by early morning scrubbing. That gave her an opening wedge for a little "shopping." She played up those rusty legs and a missing stove handle until I began to feel that it would be a favor for her to take the stove as a gift, even after the robbed parts had been replaced. The poor fellow stuck by his guns, but she was too much for him. The last that I saw of the pair he had agreed to knock off a few dollars, and incidentally was apologizing for being alive.

CHEERFULNESS.

The beauty of a cheerful appearance that it inspires not only those about the "cheeree" but also that individual himself, irrespective of whether he is sincerely cheerful or merely simulating that condition of mind. It sells more nails and knives than all the profound hardware knowledge in the world. People have so many troubles themselves that it is a relief to do business with an individual who at least appears to have none.

Practical Problems for Sheet Metal Workers

Developing Chimney Tops, Etc.

By E. Bronson

IN the problems shown here are a number of different styles of chimney tops. As conditions are not always the same, it is always necessary to put on a top to suit peculiar local conditions. At other times a certain design of vent or chimney top is asked for.

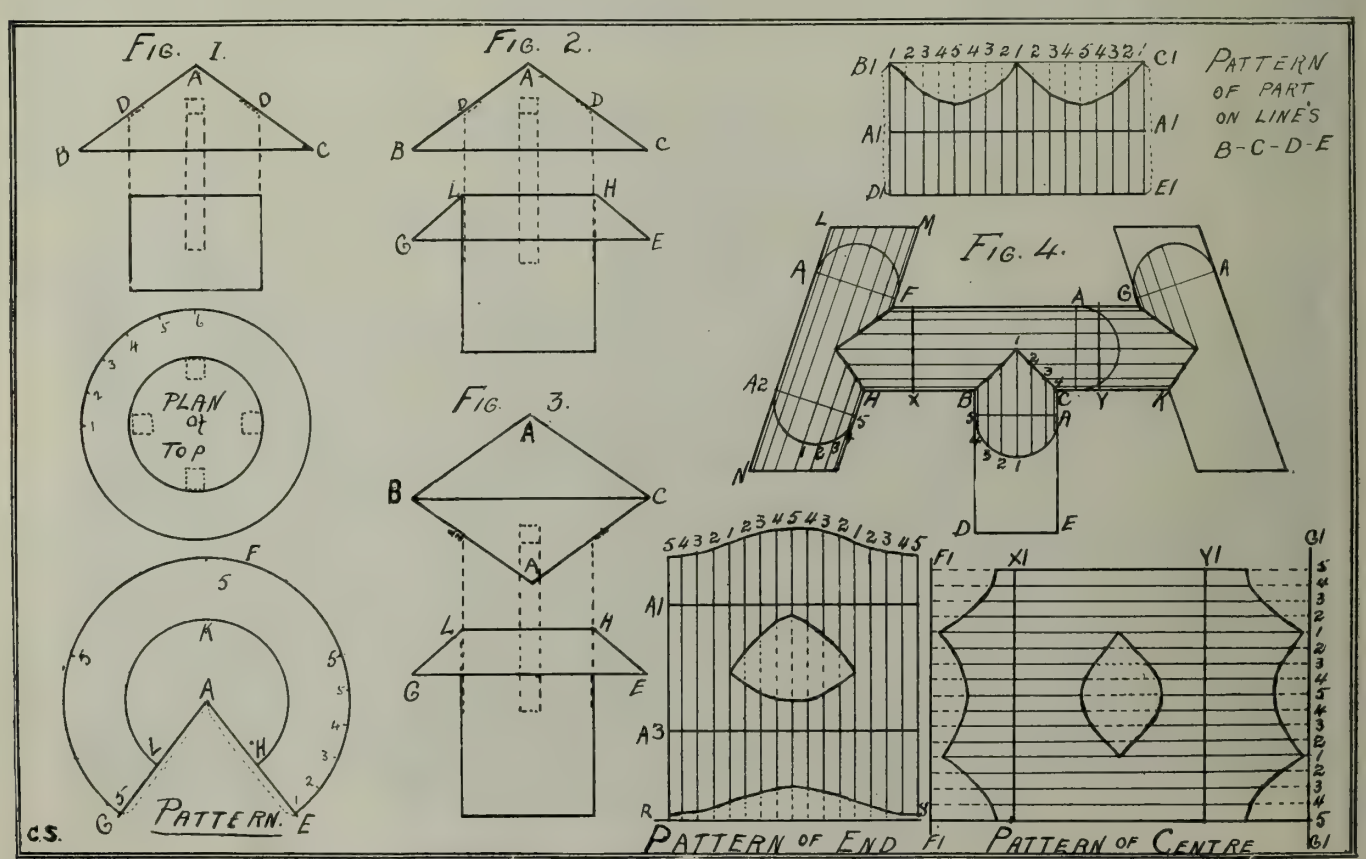
In Fig .1 is shown the ordinary cone cap over the end of the pipe. To develop the pattern for the cone, the elevation gives the necessary radius, with A as a centre, and A B or A C as a radius describe a circle, as shown by E F G. Divide the outer circle in the plan of top into an even number of parts and space off the divisions thus obtained on circle E F G, as shown by the figures E 1 2 3 4 5, until the full number is marked off to G. From the points E and G draw a line to the centre A, thus completing pattern of top. With A on cap as a centre and A D as a radius strike another circle on the pattern, as shown by the letters H K L. This line can be used for the purpose of keeping the braces, which are shown by the dotted lines in their correct positions.

In Fig. 2 is shown a cap similar to the one shown in Fig. 1. The pattern is developed in the same manner, the pattern of the top being the same, and the pattern of the lower collar being outlined, as shown by the letters G F E H K L in pattern of Fig. 1.

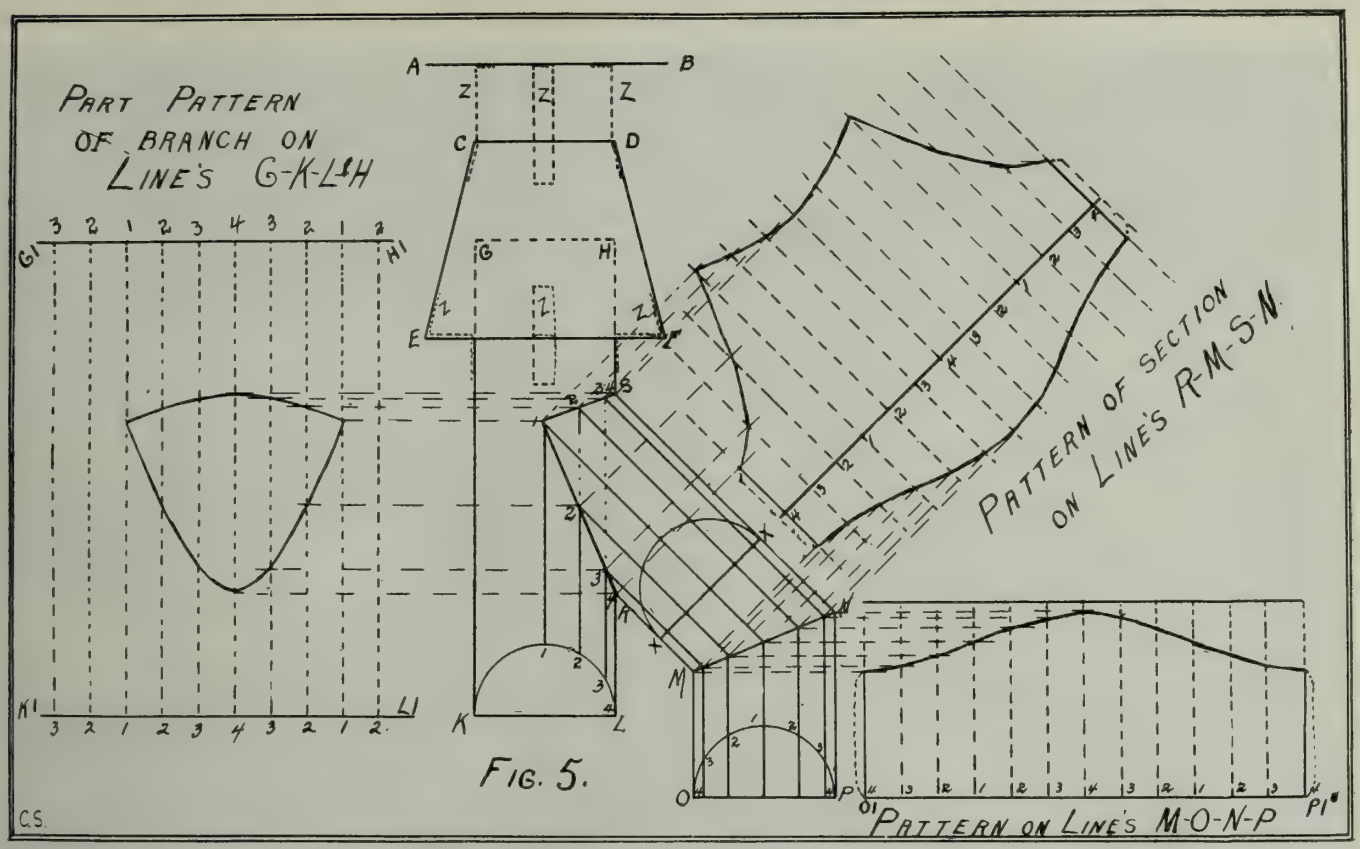
In Fig. 3 the top consists of two cones put together base to base, the pattern for each cone being developed the same as cap shown in Fig. 1. The collar on the top of the pipe is the same as shown in Fig. 2, and is developed in a similar manner.

In Fig. 4 is shown a top made of a double tee pipe.

To develop the patterns for one, as shown in Fig. 4, it is first necessary to find the mitre lines or junctions between the different branches. In or on each section draw a circle or half-circle of the diameter of the pipe, as shown by the letters A A. Divide these into an equal number of parts, as shown, and from the points thus obtained draw lines parallel to the sides of the pipe. As all the branches are of the same diameter, the centre line of each branch is continued on until it joins the centre line of the one crossing it, and the corresponding lines on either side joining in a similar manner, No. 1 to 1, 2 2 3 3 4 4 5 5, as shown at each of the three joints. A line drawn through the points thus obtained gives the mitre line. Having obtained this, we can now develop the patterns. First the part outlined by the letters B C D E, draw two stretchout lines as B1 C1 D1 and E1. With the compasses set off the spaces on half-circle at A, on line D1, E1, as shown by the figures 1 2 3 4 5 4 3 2 1, repeat so as to make the length for circumference complete. From these points draw lines at right angles to D1 E1 until they meet C1 B1. As it is not necessary to draw this part full length, we will take the distances from line A A, draw a line through stretchout, as A1 A1. With the compasses take the distance on line 1



Developing patterns for various styles of chimney or ventilator tops.



Developing patterns for various styles of chimney or ventilator tops.

from line A A to where it meets line 1 on branch, and mark off same from line A1 A1 on corresponding numbers on stretchout, continue with the other spaces in a similar manner. A line drawn through the points thus obtained on the stretchout will give the outline of pattern required. The next step is the centre part, as outlined by F G H K. Draw two stretchout lines, as F1 F1 and G1 G1, a distance apart at least equal to length of centre part, and on these stretchout lines set off the spaces on half-circle at A, repeating until length for circumference is complete, as shown by the figures 1 2 3 4 5 4 3 2 1, etc. As points from which to work from, draw lines on centre part, as shown by X X and Y Y, draw two lines through stretchout, as shown by lines X1 X1 and Y1 Y1, keeping them the same distance apart as X X and Y Y. Working from the line X X, take the distance on line 1 to line 1 on branch crossing centre part, and set off same from X1 X1 on line 1 of stretchout, and continue with spaces 2 3 4 5 in same manner. It will be noted that the lower half of pipe is kept in centre of pattern and the top half on the edges; this enables you to keep the opening for branch clear of the locks on circle of pipe. Proceed in the same way from line Y Y for the opposite end. To obtain opening for branch, measure back with compasses from lines X X and Y Y on the lines 1 2 3 4 5 to mitre line in centre and set off on corresponding lines of stretchout. The two cross-pieces on the ends being the same as one another, it will only be necessary to develop the pattern of one, as outlined by L M N O, Fig. 4. Draw a stretchout line, as R S, and on this line mark off the spaces on half-circles at A until length for circumference is complete, as shown by the figures 5 4 3 2 1 2 3 4 5, etc. Draw lines from these points, at right angles, to R S, drawing them at least as long as line L N. Working from line A, measure distance on line 1 from line A to line L M, and set off from line A1 on stretchout line 1, as shown; continue with other spaces, keeping the spaces that bisect the mitre line in centre of pattern, so that opening for branch can be kept clear of lock joint on pipe. Proceed in same manner from line A2 and set off from line A3 on stretchout.

To obtain outline of opening for branch measure from line A to points where lines 1 1 meet and set off from A1 on line 1 on stretchout 2 2, 3 3, 4 4, 5 5, proceed from line A2, and set off from line A3 in same manner. A line drawn through these points will give outline of opening for branch.

The top shown in Fig. 4 is also made in other forms besides, as shown here. Some prefer to have the arms at outer edge parallel with stack, etc.; the method of developing pattern in any case would be practically the same.

The top shown in Fig. 5 is one not often used. Its particular advantage is that it can be used on the chimney on a building where the adjoining one is much higher. Its use does away with the necessity of an extra long stack. This design has been illustrated before, but we have made and erected one under above conditions, and it gave perfect satisfaction. In developing the patterns, the first step is to draw an elevation or side view, as shown by A B C D E F G H K L R S M N O P in Fig. 4. The next step is to obtain the cutting lines for the bevel at M N and the branch at R S. To obtain these, strike half circles, as shown at O P and K L. Divide these into equal number of spaces. From these points draw lines parallel with sides of pipe, until they bisect mitre line at M N, and the lines from corresponding points meet at branch at R. S.

A line drawn through the points where lines meet gives the necessary view of mitre or cutting line. To develop the part shown at M N O P draw a stretchout line as O1 P1, on which set off spaces required for circumference. From these points and at right angles to stretchout line draw lines, as shown by dotted lines, with the compasses set off the distance from line O P to mitre or cutting line M N, beginning at space 4 at O and set off from stretchout line on first space line at O1; repeat with the others, and after measuring and setting off the space 4 at P M, work back again to O M to make

Continued on page 127



View on the left side of the main store interior of the new store of S. B. McClung & Co., Trenton.

Above is shown the large and well-arranged household goods department of the McClung store. The outstanding features of the department are the large range of household goods carried and the splendid manner in which the goods are shown. The shelving is roomy and allows ample space to show-off the goods to advantage without overcrowding. Below the ledge the shelves are extra deep and are used for large pieces of enamelware, etc. The special tables used for showing aluminumware, food choppers and kitchen utensils are particularly adaptable for displays of this kind. A store ladder is used for reaching the top shelves and the ladder can be quickly moved along in front the shelving.

Ontario Hardware Store With

The New Store of S. B. McClung & Co. at Trenton, Been in Business Since 1885—Store Erected on a All Departments—Goods Well Displayed—Plans of

IT cannot be truthfully said that all the modern retail hardware stores in Canada are found in the cities of the Dominion, for such is not the case. Some of the most up-to-date retail hardware stores in Canada are found in the smaller towns, and many of the city firms can secure good ideas and suggestions from brother merchants in the smaller places.

During past years Hardware and Metal has featured many remarkably fine stores which are located in small towns, and it is with pleasure that we draw the attention of our readers to another splendidly equipped store, that of S. B. McClung & Co., of Trenton, Ont.

Trenton is an Ontario town of about 5,000 population. The business of S. B. McClung & Co. was established in 1885. It is under the management of S. B. McClung, with whom is associated his son, H. E. McClung, who is buyer for the hardware section of the business. The new premises which were erected and occupied for business a few months ago have been erected on a lot of unusual shape, as shown in the accompanying plans.

The building, which is a two-storey structure with basement, has a 33 foot frontage on Dundas street. It is 153 feet in length, and has a side entrance on Ridgeway street, with 68 feet frontage. The fronts of the building are of red pressed brick, and the balance of cement brick.

Below the Water Line.

The basement is of concrete, and on account of extending two feet below the water line, the whole basement had to be waterproofed with asphalt.

The building is supported by steel beams and iron columns. The ceilings are of metal, of neat design, and add greatly to the splendid appearance of the store interior.

The floors are double, and maple flooring has been used throughout. An electric elevator has been installed, and Mr. McClung stated to Hardware and Metal that the elevator is a great labor-saver. All goods are taken in at the side en-



View on the right side of the main store interior of the new store of S. B. McClung & Co., Trenton, Ont.

Many Outstanding Features

Ont., Has Many Commendable Features—Firm Has Lot of Unusual Shape—An Abundance of Light in Layout of Building.

trance, and taken upstairs or down, according to their class.

The store front, which is shown in one of the accompanying photographs, is thirty-three feet wide, allowing room for two large display windows, with the entrance between. Prismatic glass throws additional light to the rear of the store. One of the windows shows a store display, while the other features binder twine and harvesting tools.

The Store Interior.

Immediately inside the front entrance is located a silent salesman, in which is displayed cutlery, case goods, etc. To the left the household goods department is located, and an exceedingly large range of goods is shown in open shelving. Several specially-constructed display tables are used, two of which are shown in one of the illustrations.

To the right of the main entrance may be found general lines of shelf hardware, builders' hardware, cutlery, fishing tackle, mechanics' tools, etc., all tastefully displayed on shelf boxes, in wall cases, and silent salesmen.

The office is located in the middle of the main floor, and from this point the manager can view all sections of the store.

The paint department is located near the rear of the main store interior. Numerous display stands are used for displaying the various lines of goods carried in stock.

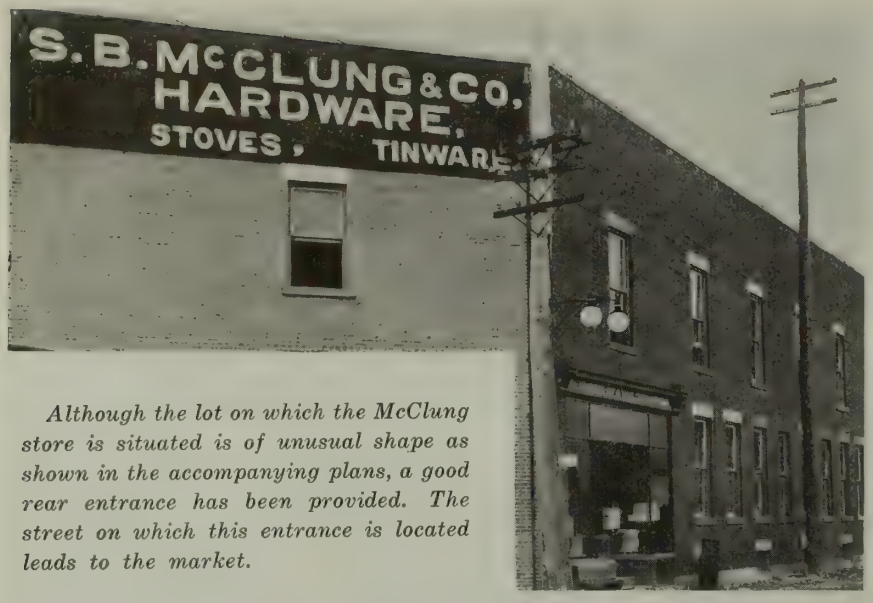
The Stove Room.

A wide stairway leads from the ground floor to the second floor, where there is a large show room for showing stoves and ranges, plumbing goods, etc. The stove room is neat and attractive in appearance, and the stoves present a splendid appearance, which impresses customers the moment they enter the special show room.

The Basement.

The basement, which extends under the whole building, is used for storing surplus stocks of paints, oils, glass, roof-

Shelf hardware in the McClung store has been neatly sampled on the faces of shelf boxes as shown above. Extreme care was exercised in placing the samples on the boxes in order to show the goods to advantage. A special section of the wall space has been devoted to the display of shaving accessories. The special section of wall-casing used for this purpose is shown above. Strops, brushes, soaps, mugs, etc., are all within easy reach and clerks can show a complete assortment of shaving accessories without trouble or loss of time. In some stores where the stock is scattered around it is often necessary for the clerks to secure goods from three or four sections of the store before they can show a complete assortment to the customer. One of the show cases is used for displaying fishing tackle in season.



Although the lot on which the McClung store is situated is of unusual shape as shown in the accompanying plans, a good rear entrance has been provided. The street on which this entrance is located leads to the market.

ing, nails, dry colors, etc. Special racks are provided for iron and lead pipe, stove repairs, pipe fittings, plumbers' supplies, etc.

The Tinshop.

The tinshop, located at the rear of the main store interior, is a model in many respects. One of the accompanying plans shows how the machines and benches have been arranged. The tinshop is 68 feet in length, and can be reached through a door from the store or from the side entrance.

Plans of Store.

The accompanying plans and photographs will give the dealer a splendid idea of the arrangement of the stock and various departments. A study of the plans will disclose many interesting and commendable features which could be copied by other hardware firms. The McClung store is one of the finest between Toronto and Montreal, and the proprietors have just reason to feel proud of their achievement.

The Store Fronts.

Two entrances have been provided for the McClung store. The main entrance falls on Dundas Street. Two large show windows have been provided. The windows are exceptionally wide, owing to the fact that the store has a thirty-three foot frontage. No difficulty will be experienced in displaying lines requiring considerable space, such as stoves, refrigerators, lawn mowers, etc.

The rear entrance located on a street leading to the town market has also been fitted up with show windows, which can be used for displaying seasonable lines in which the farmers are interested. This entrance will no doubt be used to a great extent for loading heavy materials, etc.

One of the outstanding features of the workshop at the rear of the store is the abundance of light supplied by a large number of windows. This will be much appreciated by employees.

A study of the plans of the various departments of the store will show that they have been carefully placed in order to facilitate rapid and up-to-date merchandising.

In closing, we must say a word or two regarding Mr. McClung, sen. He is the type of hardwareman who does not keep the good things for himself. He is always willing to impart his experience for the benefit of others, and Hardware and Metal is indebted to him for several articles which have appeared in Hardware and Metal during past years.



View of front entrance of new store of S. B. McClung & Co., Trenton, Ont.

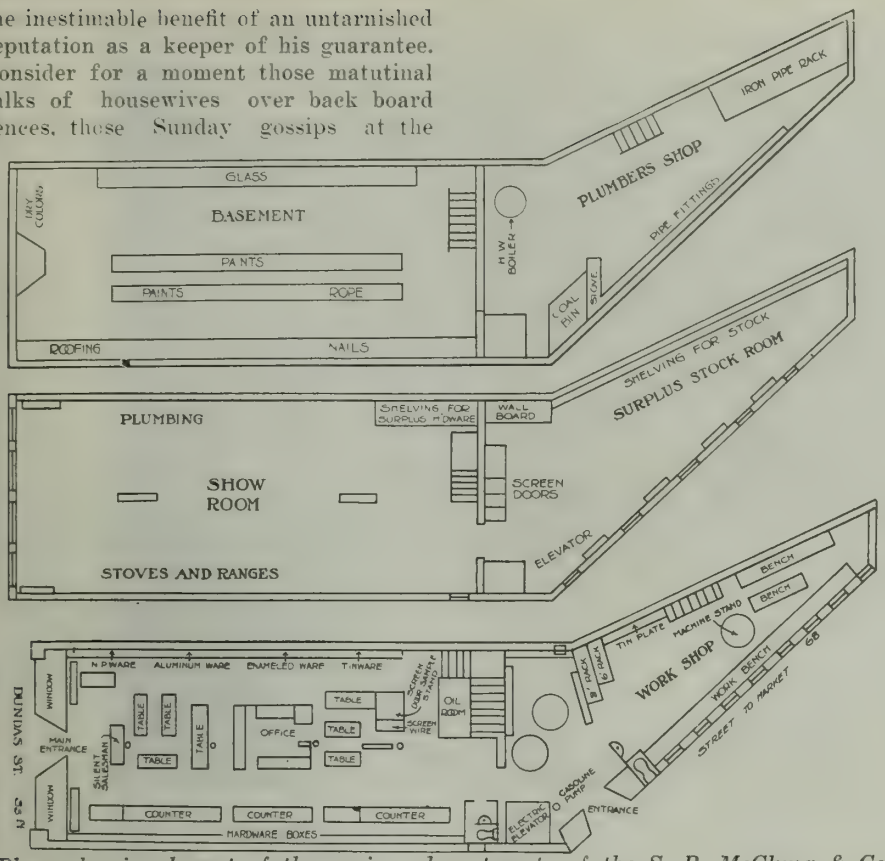
FOLLOWING UP OF STOVE SALES.

I WONDER as to how many stove men plan a good follow-up stove policy—not of selling campaigns, but of actual sales! Not many I warrant.

The field is wide and the trails across it few in number and but freshly made at that. The opportunity is even wider. If all the methods of advertising practised by the successful merchants, be it window trims, circulars or ads, what one of them can compare in cheapness or results with that of the satisfied customer?

It is not enough to sell a stove or furnace and then to assist in its installation and early operation. The man who makes that sale should have a record of it, with his others, directly under his nose, where he will be constantly reminded of it, that he may never forget that he owes a moral duty to his customer and a business one to himself in the later supervision of it. That first named duty covers the obligation, whether spoken or not, to give the customer satisfactory performance for a term of years, the last named to insure himself and his product

the inestimable benefit of an untarnished reputation as a keeper of his guarantee. Consider for a moment those matutinal talks of housewives over back board fences, those Sunday gossips at the



Plans showing layout of the various departments of the S. B. McClung & Co. store.

church door, those giving in marriage and all the multifirous relations of human life which have for their basis just talk—talk of thee and me and of what we both are doing.

When Mrs. Smith's stove becomes cranky, does not the whole block know it in a week and her whole circle in a year? And who is blamed? Mrs. Smith, for not having cleaned out the flues since she bought the stove? Not! That old skinflint who sold the stove, or worse still, the stove itself. People will buy a stove with a hard name from a man with a hard one, but the reverse, never.

It should be expressly understood at the time of sale that that stove is still under the store's care, and to make assurance doubly sure, the little list hung up in a conspicuous place should serve as a gentle reminder to ask Mrs. Smith about its inwards occasionally.

As long as there are stoves, there will be people who will leave back drafts open, neglect or forget to clean flues, pour grease and garbage on the grate to clog up drafts, and to do other things of the devil. And that is where service comes in. Service with a great big S, broad and deep and strong. It is hard for some stove men to realize the pitiful ignorance of organ grinders and lake sailors in regard to stoves. But just turn the stove man loose with an organ or a big steamship and see where he heads in. Port Destruction. So with the layman who buys a stove that he thinks is fool proof but isn't.

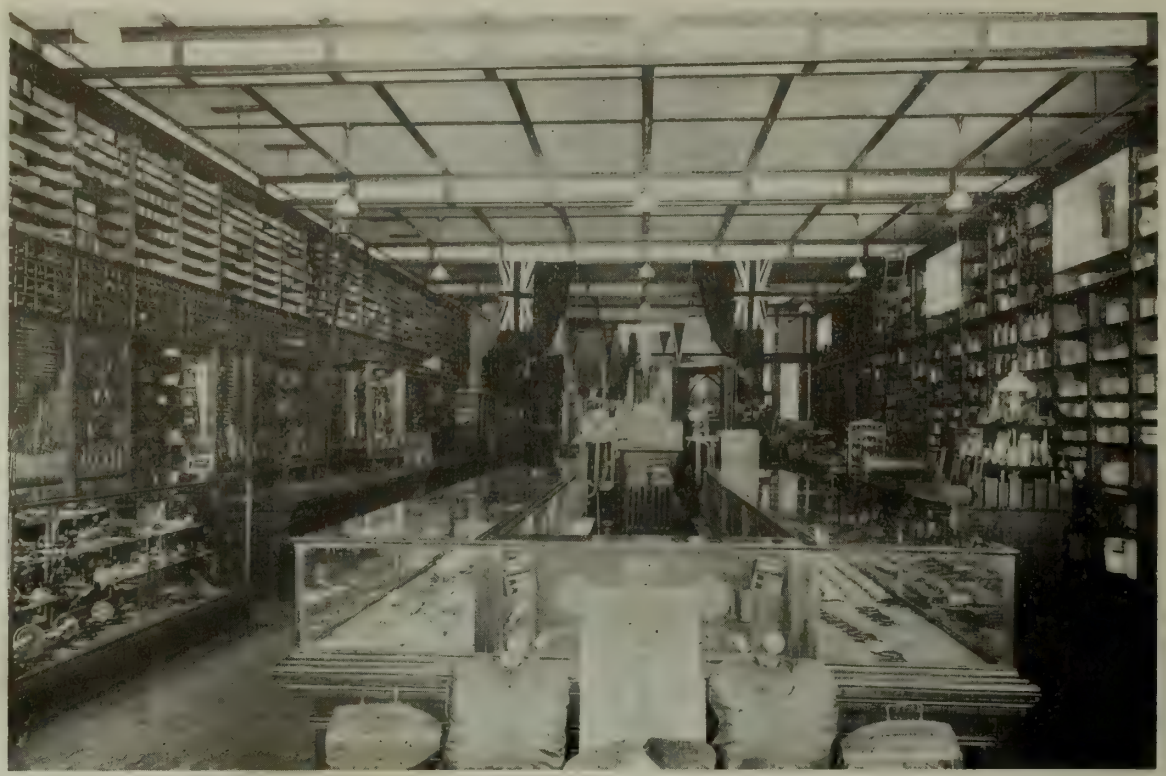
One of our largest manufacturers tells of sending a man on a special trip away up north to attend to a furnace that the house sold seventeen years ago. They are satisfied that the trouble is in the handling of it, but that makes no difference. It is their furnace, built after years of effort, sweating of blood, costly advertising on a good honest foundation, of flawless material and workmanship, and it would be business suicide for them to allow that one furnace earn a bad name for their entire product in that section of the country. The same people tell of sending a trouble man out to investigate a balky stove that the owner was intending to replace, said it was no good, too old, been getting worse right along, etc. That stove had never been cleaned out! Can you beat it? I can. Not long ago the buyer of an expensive range with water jacket attachment, nonchalantly turned the water into a red-hot water front. The reportness of that report will never be equaled in the present war, at least I hope not—we might hear it here. It was some little report. These are extreme cases, but the point is, they happen and, sad to say, some of them happen through the ignorance of so-called stove men.

Consider the lasting sales benefit to the store that consistently preaches or practises to its customers a good strong follow-up campaign, regardless of cost or inconvenience. Such a policy builds up business friendships deep and lasting that cannot help but bring increased custom to the store.

SHEET METAL WORKERS.

(Continued from page 123.)

opposite half of pattern. A line drawn through the points thus obtained will give outline of pattern on lines M N O P. The part shown by lines R S M N is dealt with in the same manner as just detailed for lower section, the stretchout line is spaced off, and lines drawn at right angles to it. In this case the section shown has a cut on either end, so that lines require to be drawn on both sides of stretchout line. Beginning at space 4 at R, measure the distance from point R, measuring line X X; set off this distance from stretchout line on first line drawn from the stretchout line; repeat with spaces from 3 2 1 2 3 4. After marking off the distance from point 4 at S, work back over the same spaces to point R, and set off on pattern until complete. The cut at M M is measured and set off in the same manner. Lines drawn through the points thus arrived at will give an outline of the required pattern. The section shown by G H K L is formed of a straight piece of pipe. The opening required for branch can be made before it is formed up To obtain outline, it is only necessary to work on part of section; space off at least one-half the circumference, as shown at G1, H1, K1 and L1. Working from line K L, measure from line K L to point 1, where the two centre lines meet, and set off from K1 L1; on space line numbered 1, measure to point 2 on lower half of mitre line, and set off on space lines numbered 2, measure to point 3, and set off on lines numbered 3, measure to point 4 or R, and set off on line numbered 4. This will complete lower half opening. Measure from K L to point 2 on line from point 1 to point 4 at S, and set off on lines numbered 2; measure off to point 3, and set off on line numbered 3; measure off to point 4 or S, and set off on line numbered 4. This will complete upper half of opening. A line drawn through the points will show outline complete. The section C D E F is developed, as detailed for collars on caps in Figs. 2 and 3. The section at A B is a disc or round plate of a diameter equal to the distance from point A to B. The dotted lines at Z show the braces which are made of light band iron. The Fig. as outlined by A B C D E F G H K and L can, of course, be used without branch on side, and in ordinary cases gives good results.



General interior view of the splendidly equipped retail hardware store of the Cochrane Hardware Co. at Sault Ste. Marie, Ont.

Modern Store Fixtures in Soo Hardware

The New Hardware Store of the Cochrane Hardware Co. at Sault Ste. Marie Has Many Modern Features — Goods Well Displayed—Dust-proof Cupboards, Cases, Etc.

AMONG the big retail hardware concerns in Ontario, one of the biggest is the Cochrane Hardware Co., with headquarters at Sudbury, of which Hon. Frank Cochrane, Minister of Railways and Canals, is the head. They operate a chain of stores in that district, and among the largest is that at Sault Ste Marie, Ont. After being in business there for many years, the growth of the business necessitated the erection of larger premises. These were completed early this year. A representative of Hardware and Metal paid a special visit to the store to secure the following description, which is valuable to readers of this paper, inasmuch as it shows the trend of modern stores in the matter of fixtures and methods of displaying goods.

The display windows give an idea of the tendency to-day. There are three:—Two on Queen Street and one on Elgin Street. The entrance to the store is between the two Queen Street windows. The ceilings and floors of the display windows are of oak, as well as the panelled doors, which are fitted with plate glass, admitting enough light to brighten up every corner. The doors leading into the windows open to the inside of the store, giving access to anything displayed within. Easy-Set windows were adopted, these giving a full glass front, with no obstructions.

The ceiling of the store is of panelled beaver board, finished in dull buff, with varnished oak panels. The fixtures are of fumed oak finish, and blend tastefully with the remainder of the woodwork and the buff ceiling. The whole scheme gives to the store dignity as well as a pleasing appearance.

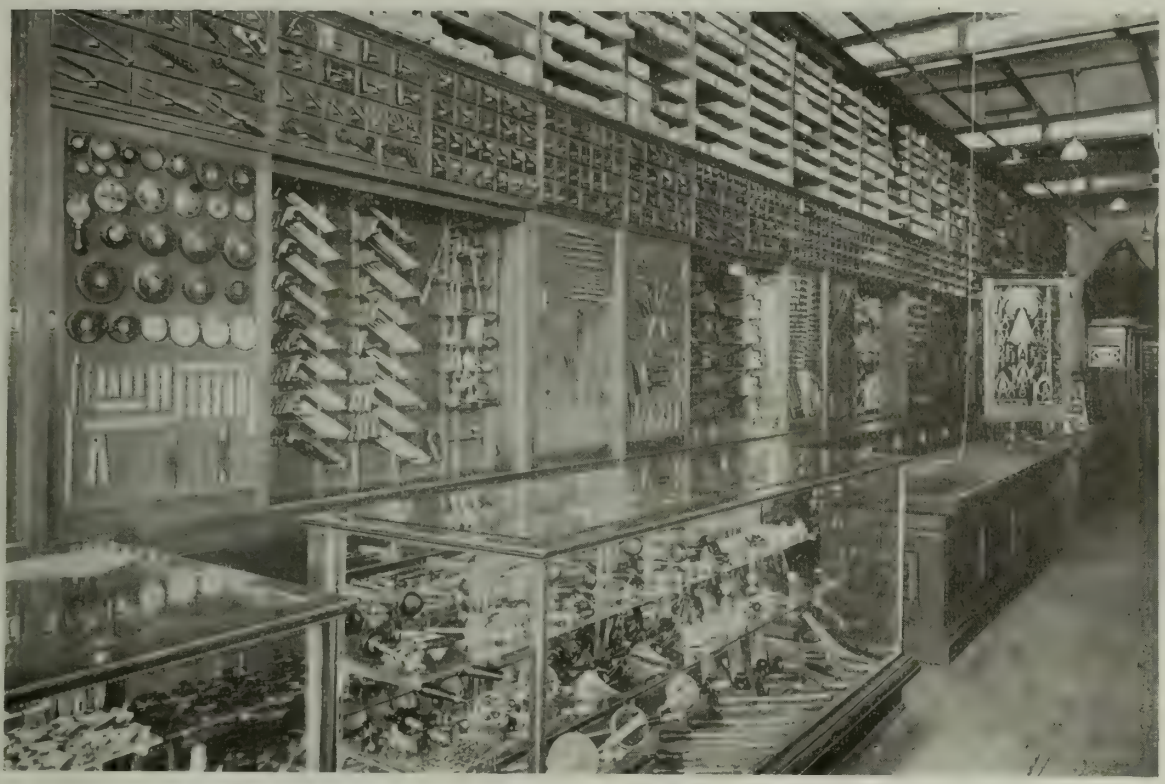
Dust-proof Cupboards.

Turning to the fixtures on the left, which is the business side of the store, we find that below the shelving are cupboards, the doors of which are fitted with spring hinges, keeping the doors shut and the stock in perfectly clean shape. In stores where cupboard doors remain open, the stock is often covered with dust during sweeping hours. These cupboards contain the same lines in packages as are carried in the fixtures above.

Near the entrance to the store above the ledge is a large gun case, 14ft. long, 6ft. high, with three sliding doors. One end of this case has interchangeable shelving to allow launch accessories to be displayed during summer months. Besides the gun case, there are ten cupboards, with sliding doors, each five feet high. Stock is kept in the cupboards, and sampled on the doors, which are covered with green felt. Between every two cupboards is a recess, lined with green felt, for displaying hammers, braces, saws, builders' hardware, squares and levels, carpenters' axes, etc., the displays being in the order named.

Above these cupboards are four rows of boxes, the full length of the store. These may be seen distinctly in the general view of the store. They are used for stocking and displaying small household and builders' hardware, curtain rod rod fixtures, brass hose fittings, and such like. Each box is neatly sampled, and contains the number and price of each article.

The shelving above these boxes is open and is used for ammunition, fishing tackle, tools, builders' hardware, en-



View of tool department in Cochrane Hardware Co. store at Sault Ste. Marie, Ont.



Sporting goods department of the Cochrane Hardware Co., Sault Ste. Marie, Ont., store.

gineers' supplies, plumbing supplies, harness accessories, etc.

These fixtures are served by three traveling ladders. There are two silent salesmen, three counters, and the sales manager's desk at the rear.

Right Hand Side.

Now turning to the east of the store. There is a case corresponding to the gun case on the other side, this case being used exclusively for nickel and brass and bathroom fixtures, the glass sliding doors keeping them free from dust and retaining the original polished finish.

As on the left side, the space beneath the ledge is occupied by cupboard shelving, carrying surplus stock of bathroom fixtures, clocks, cuspidores, and other articles. The remainder of the shelving, as will be seen in the general view, is open adjustable, and is used exclusively for aluminum, enamelware and tinware, with the exception of 50 feet at the rear, where the whole height of the store is devoted to paints and varnishes, occupying about half the side and making a handsome display. Two traveling ladders serve this side. There are two counters and three display tables, the latter carrying goods which will appeal to the eye of lady customers, such as food choppers, scales, electric and wire goods, and such like. One large table was used during the summer for displaying canoes, these being decorated with pennants, flags and cushions.

Cutlery Department.

The center of the store is set apart for the display and sale of cutlery. The department contains two silent salesmen facing the east and west aisles, which are neatly dressed, the base of the cases at the rear being used for stock.

The remainder of the floor in the rear is devoted to the display of heavy goods, such as stoves, mechinists' devices, harvest tools, lawn mowers, carpet sweepers. The cash register is also located here, and is used by clerks on both sides.

The lighting is arranged so that a few lights may be switched on at dusk, and the remainder when necessary. The lamps are suspended by chains from the ceiling, there being nineteen 150 watt lamps, which illumine the store brilliantly.

Protection From Fire.

There are two upper floors used for carrying stock, and a basement, all of which are served by an elevator. All entrances are protected from fire by means of fire doors, those on the elevator shaft being of the folding metallic type, and are only drawn at night, or in case of fire, when they would drop automatically.

At the entrance to the second floor is an immense fitting rack, which tapers on both sides, one side being used for black and the other for galvanized fittings. It measures 10 feet long and is 10 feet high. A similar, though smaller rack is used for carrying hinges. Another interesting rack on this floor is used for carrying belting, there being 22 compartments below, and the same number above, for leather and rubber. A pipe, suspended on hooks, can be put through the center of any roll, and the belting unrolled with ease.

On the same floor is the electrical department—a sample room, the goods being displayed from the ceiling, each row being controlled from one switch.

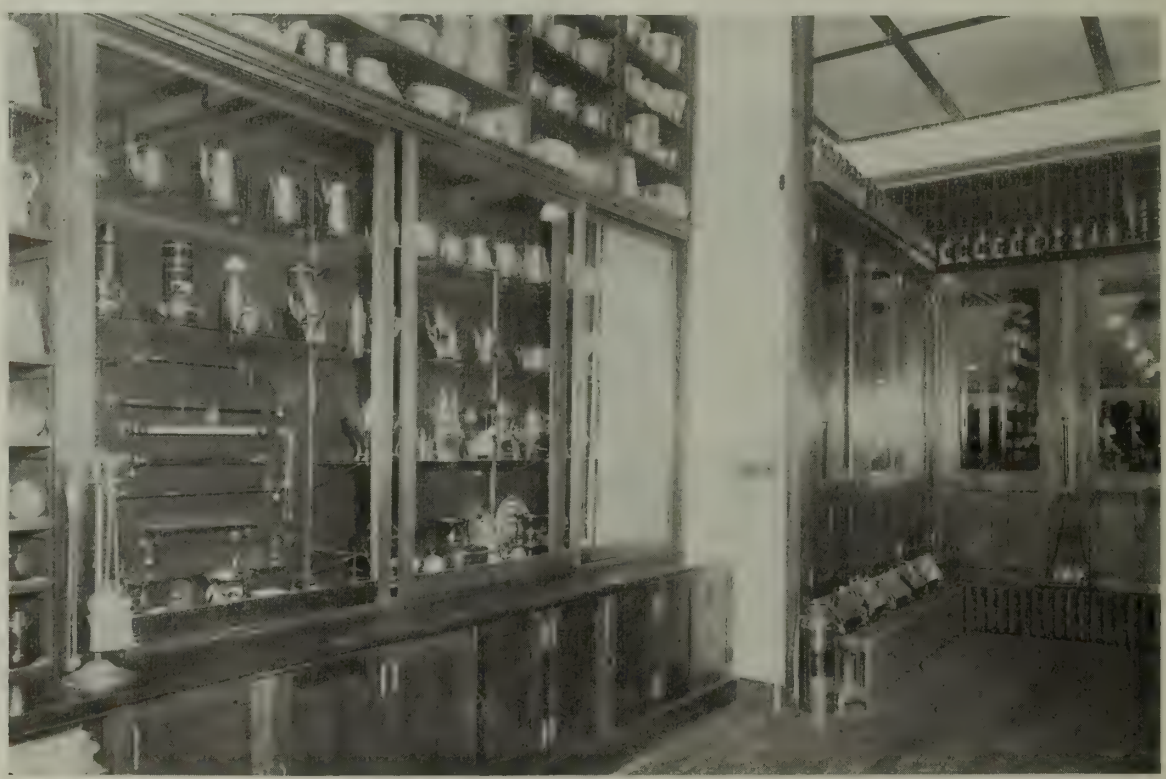
A Wise Arrangement.

One side of this floor is fitted with 100 feet of shelving, containing surplus stock, such as builders' hardware, ammunition, valves, etc. The feature of this is that the goods are practically in the same shape and rotation as in the shelves on the ground floor, so that the latter may be replenished without confusion.

The other side of the floor also has open shelving, a little more fancy than usual in a warehouse, the uprights being of oak and the shelving varnished. It is used for carrying surplus stock. An 18-inch ledge is used as a counter, and is convenient for laying out orders ready for shipping. A four-wheeled truck conveys goods from shelves to the elevator. Special shelves and racks on this floor are devoted to packings, rubber hose, alabastine and varnishes.

The top floor is not so elaborate, stoves and the heavier goods being stored here.

(Continued on page 152.)



Wall cases showing bath-room fittings, nickel plated and brass wares, etc. Also showing doors at back of store windows.



General view of tool department in Hudson's Bay Co. store.

The Hudson's Bay Co. Calgary Store

Hardware and Metal Representative Visits the Hardware Department of the New Calgar yStore of the Hudson's Bay Co — Thousands of Dollars Spent in Display Fixtures.

A HARDWARE and Metal representative recently visited the new $2,000,000 store of the Hudson's Bay Co. at Calgary, Alta., and noticed so many features which he thought would interest the Canadian hardware trade that he secured photographs and descriptions of several departments.

Mahogany Fixtures.

One of the noticeable features about the store is the lavish use of mahogany fixtures, which cost thousands of dollars. There are mahogany display tables. The pillars are encased in massive mahogany frames. Open fixtures are the same. Every piece of wood about the place is mahogany. There is a particular stand at the rear of the store. It was used for stacking stove pipe, agricultural tools, and other bulky goods. It is also of mahogany.

All fixtures and display tables are small. There is nothing which cannot be reached without the aid of a step ladder. In many cases it is not the clerk who reaches. The customer does that—just comes in and picks up what she wants, pays for it, and takes it away.

The sales in this store from display tables are phenomenal.

As shown in one of the accompanying photographs aluminumware is displayed on tables. On a recent sale day several thousands pieces of enamelware were disposed of. Beneath the table a reserve stock is kept and the assortment on the top of the display table is always kept complete.

Speaking of aluminumware alone, the manager stated that several thousand pieces were sold in one day, and his great helpmates in this were a fifteen-cent aluminum window, and careful advertising.

Five-Cent Lines.

Tin and enamelware goods are displayed in enormous quantities on tables about four feet high, having in some cases as many as five display surfaces. For these goods, sheet iron had been inlaid in the mahogany face, so as to preserve it from scratches. Wash boilers and heavier tin goods were displayed on the floor, allowing sufficient space to permit customers to walk around and make selections. At one side of the store was a long line of tables, with divided surfaces for carrying small five and ten-cent lines, one large ticket being used. Other tables were employed displaying more expensive goods, such as food choppers, electric irons, etc.

There are sub-departments, but no barriers. In one corner is the leather goods, the smaller suit cases being shown

The new store of the Hudson's Bay Co. at Calgary, Alta., is one of the most modern and excellently equipped stores in Canada. Merchants engaged in almost any line of business can gain valuable pointers by studying the many innovations found in this store. The household goods department is a model in many respects. The display methods employed are excellent. Tools, sporting goods, stoves and other lines are all displayed in such a manner that the customers do not have to look for them —the goods draw the customers. The views of the departments here reproduced will prove very interesting to Canadian hardwaremen who have not had an opportunity of visiting the store at Calgary. Many of the display methods shown could be advantageously adopted by retail hardwaremen.

neatly in open fixtures, the floor being devoted to the display of the heavier types of trunks. There is a section on the floor for displaying sewing machines, and a larger one for stoves. In the latter, the practice of using price tickets is in vogue.

Illuminated Showcases.

In the sporting goods section, the silent salesmen, which are used liberally, are tastefully trimmed without showing too much. They are illuminated from within, and are salesmen in a true sense. Their value is enhanced fully fifty per cent. by reason of the illumination. Behind the showcases, open fixtures carry stocks of ammunition and other package goods, good use being made of the top of the fixtures for carrying decoy birds, animals, hunting pictures, artificial ferns, price cards, etc. The surfaces of the silent salesmen also make good display tables for showing camping and hunting outfits. There are two large vertical cases, with sliding glass doors, for carrying guns, thermo flasks, tennis rackets, etc., and are continuously lighted from the inside.

Across the aisle display tables carrying baseball goods, golfing supplies, bicycles, tennis rackets in presses, the tables being of a height to allow of easy inspection. Between two pillars an iron bar has been placed, from which are suspended hammocks, hunting jackets, and all manner of camping and hunting supplies.

The hardware department is a continuation of the sporting goods section. It has been equipped with excellent fixtures, and the idea of not having them too high in order to avoid the use of ladders, has been followed out. There is a long counter, which is used extensively for displaying goods, such as mechanics' tools, and tool grinders, etc. The floor space is occupied by displays of wire netting, washing machines, stepladders, wheel barrows, wringers, etc. Much of the counter is taken up by racks for displaying 5c to 25c lines.

Brass and Copper Goods.

Brass and copper goods have a separate department. Good effect is secured here again by perfect displays in illuminated silent salesmen. The cases are not overcrowded, and artificial ferns and flowers are employed profusely in making the displays attractive. The same can be said of sections devoted to plated goods and cutlery. Each has a separate section, and are in charge of girls, with an experienced hardwareman as floorman.

A considerable area is set apart for the display of plumbing goods, the walls being of glazed tile, and the woodwork of mahogany. It was intended to make a model kitchen of this, but plans were changed, and use made of it for showing plumbing goods. A similar space is used by the electrical department, the shades and lamps in which are magnificently displayed, with green felt as a background. In close proximity are fixtures for showing electrical household goods.

Another section carries cut glass. This department has three sides, the fixtures being mirrored at the back so as to show the ware to advantage. There are other departments for wicker baskets, crockery and toys. The last of these assumes big proportions towards Christmas. There are many other lines not touched by the average hardware store.

At the head of the whole department the company appointed J. H. Bodel, who recently took a trip through Europe, visiting many hardware manufacturers. He was with Lewis Brothers, Montreal, for seven years, and spent one year with Goodwin's Limited, when he was appointed manager of the Hudson's Bay Co.'s hardware department at Calgary. Prior to the erection of this new store a year ago, the Hudson's Bay Co. did not handle hardware here.



View of department of Hudson's Bay Co. store where brass and copper goods, etc., are displayed.



Enamelware department of the Hudson's Bay Co. at Calgary showing how enamelware can be displayed on display stands.



Splendid view of the sporting goods department of the Hudson's Bay Co. store at Calgary.



With the exception of four cars, all here shown were sold by one hardware merchant at Pense, Sask.

Auto Accessories in Western Canada Stores

A Representative of Hardware and Metal Visits Several Western Firms—Some Firms do a Big Auto Accessory Business Without Realizing it—Good Business Even in Small Towns.

THE idea that automobile accessories cannot be handled profitably by hardware merchants has been proved false by several retailers in Western Canada, many of whom have gone farther, and are making a good thing even out of automobiles. A merchant in Carlyle, Sask., finds no difficulty in selling cars, and another outstanding case is that of Hugh McGillivray, Pense, Sask., whose store is shown in the accompanying photograph. Of all these cars, every one with the exception of four was supplied by Mr. McGillivray to the inhabitants of Pense or district.

Some time ago he conceived the idea of handling Ford motor cars as a side line. He did so well, naturally he found it necessary to carry accessories as well. He built a garage, and both here and in his store he attends to the wants of his customers in this line.

Assuming there is a reasonable profit on each car, Mr. McGillivray must have made a small fortune in this business alone. It is understood there is an extra profit on every twenty cars sold. Some cars he sells on time, to people whom by long experience in the hardware business he knows to be trustworthy, thus securing a bigger price and profit. Not least in his stock of accessories are tires and gasoline, which must form the nucleus for this business to any man who hopes to succeed. Once these have been stocked the demand for other accessories will soon be felt.

Was a Farmer.

H. McGillivray has been in the hardware business at Pense for a good many years. Formerly he was a farmer in that locality, and is well known. A year ago he found his time well occupied with the automobile end, and sold out his hardware interests. But he was like a fish out of water, and in less than a year he had bought it back again. He likes the business so well, he says, he does not believe he could live without it. Mr. McGillivray is a comparatively young man who has made a success of this business by being enterprising and aggressive.

There is no doubt whatever that the automobile and accessory business is one that will go hand-in-hand with hardware to the man who is not afraid. A representative of Hardware and Metal, who has traveled considerably of late in Saskatchewan, Alberta and Manitoba, found a remarkable tendency in this direction in all three provinces. Everywhere hardwaremen are taking on automobile tires as a side line, and the number of auto filling stations installed during the past year is surprising. They are taking hold of the business—unconsciously, not aware what lies within their grasp.

The Demand Is There.

A Weyburn merchant was asked by a representative of Hardware and Metal whether he carried automobile accessories. He replied positively, No. Yet at that very moment he had a grease cup in his hand, and was in the act of supplying it to the owner of an automobile, who stood with his car at the door waiting for the grease cup to be screwed into place. This being done, the owner entered the store and purchased another accessory, and a look around the store interior was all that was necessary to convince one that a big business was being done in auto accessories without the proprietor actually knowing it.

Harvest time was approaching when the representative visited Weyburn. The store above mentioned carried a stock of supplies that would have made a steamfitting supply store look small. It occurred to the writer that if the hardwareman can cater to the requirements of a threshing output, he could just as easily and ably supply the wants of an automobile.

During a visit to the hardware section of McKinnon's department store in Weyburn, a heap of automobile tires was noticed. Asked if he carried accessories, the manager replied that these had been ordered that week to try them out. In answer to a further question, he admitted they were selling very well.

Fitted For It Naturally.

The hardwareman in the department store is handicapped in a line like this. His strong point is household goods. The straight hardware merchant was destined by nature to be the logical purveyor of automobile goods.

As for the size of town necessary to warrant stocking this line, it is only necessary to say that Pense has a population of five hundred and is so small, in fact, that when two Regina city officials were asked for its size and location, they were unable to give it, although Pense is only a few miles west of the Saskatchewan capital.

Can Retail Hardwaremen Sell Bathroom Fittings?

Many Firms Not Conducting Plumbing Departments Are Making Good in Selling Bathroom Fittings — How One Merchant Has Built up His Department—A Splendid Window Display.

Written for Hardware and Metal by L. O. Edwards.

CAN a retail hardware merchant who does not conduct a plumbing department, and who does not equip complete bathrooms, sell sufficient small bathroom fittings to make a bathroom fitting department a success as far as sales and profits are concerned? At first thought one would be inclined to think that the plumber would secure the bulk of the bathroom fitting business, and that he would endeavor to secure the trade in this line. Unfortunately for the plumbers and fortunately for the hardwaremen, the former with a few exceptions do not attempt to push the sale of high-class bathroom fittings. There are a few plumbing concerns doing a large business in bathroom fittings, but the number is comparatively small when the total number of plumbers conducting stores is considered.

The answer to the question is Yes, and there are many retail hardware firms making big money out of bathroom fittings; in fact, there are several Canadian towns and cities in which the most up-to-date and well selected assortments of fixtures are carried by retail hardware who do not conduct plumbing departments.

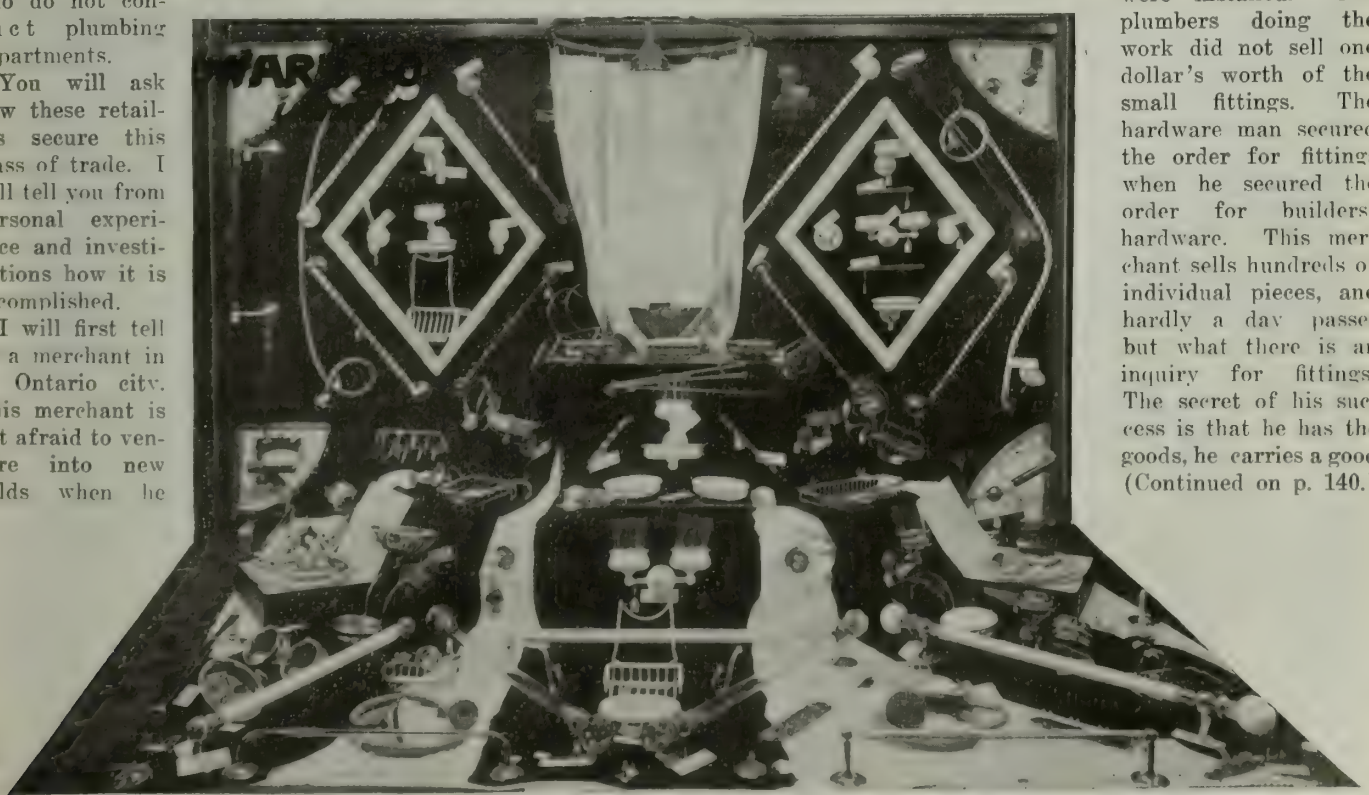
You will ask how these retailers secure this class of trade. I will tell you from personal experience and investigations how it is accomplished.

I will first tell of a merchant in an Ontario city. This merchant is not afraid to venture into new fields when he thinks opportunities exist. Five years ago a representative of a large manufacturer of bathroom fittings called on the retailer and tried to sell him a line of bathroom fittings. The retailer at first thought that plumbers were securing the bulk of the trade, and he was rather inclined to pass up the proposition. The traveler seeing that the retailer hesitated, frankly stated that he had called on all the leading plumbers and didn't see a good display of fittings in any establishment. Furthermore, the plumbers would not put in a stock of fittings. "That's why I came here to see you," said the traveler. He finally induced the retailer to put in a small stock of fittings. When the goods arrived the retailer did not leave them in the original packages and place them on the shelves. He immediately price-tagged each piece and made a window display of the whole assortment. Now, don't expect that I am going to say the window was rushed by the public and the stock sold out in two or three days. Such was not the case. The merchant did make a sufficient number of sales from the first display to show him that there was a need for such goods, and he decided to always keep the goods on display. He constructed a wall cabinet near the front of the store and lined it with black cloth. The black background shows the goods up to splendid advantage. Electric lights have been installed in the case, and these are turned on when customers are looking at the bath fittings. This display is near the front of the store and can be seen by all customers.

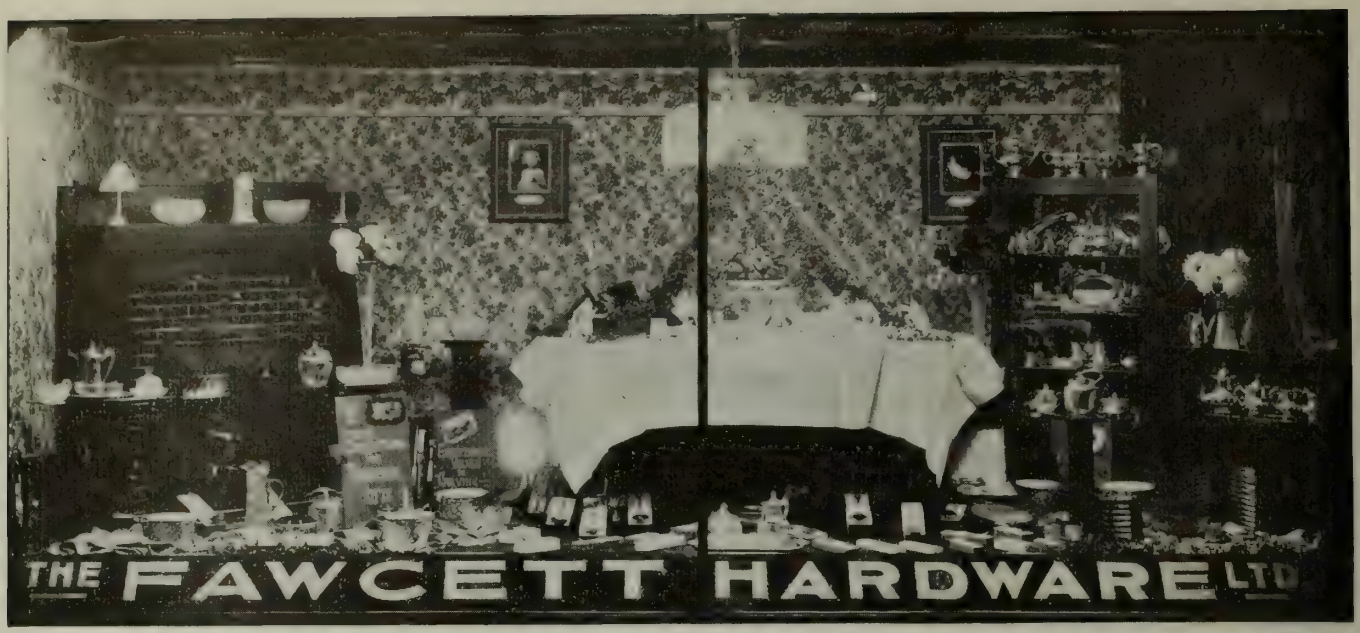
This merchant has worked up a splendid trade in fittings, and he sells a large number of fittings to plumbers. To those in the trade he allows a special discount from the regular retail prices. As an example of the varied range now carried by this merchant, I might say that in towel bars alone he has them at prices from 35 cents each to $8 each. He also has a large range of soap and tumbler holders, combinations, toilet paper holders, sprays, toothbrush holders, shelves, sponge holders, hooks and many others.

I saw one order taken for $40 worth of fittings. A local merchant had erected a new home in which three bathrooms were installed. The plumbers doing the work did not sell one dollar's worth of the small fittings. The hardware man secured the order for fittings when he secured the order for builders' hardware. This merchant sells hundreds of individual pieces, and hardly a day passes but what there is an inquiry for fittings. The secret of his success is that he has the goods, he carries a good

(Continued on p. 140.)



An excellent display of bath-room fittings by an Ontario hardwareman, who simply carries fittings as a specialty line and does not conduct a plumbing department. A neat price card accompanies each fitting.



Window trimmed to represent a dining-room. The walls covered with wall-paper of vintage pattern. A carpet and couple of rugs were used on the floor of the window. The fire-place, pictures, furniture, electric dome, etc., helped to give the window a home-like appearnce. This picture shows the window before the dinner took place.

The Best Thanksgiving Dinner I Ever Had

A Thanksgiving Window That Blocked Traffic—Police Kept Busy Moving the Crowd—Dinner Served in Window—The Cost.

Written for Hardware and Metal by H. W. Parr, of Sommerville Hardware Co., Edmonton.

THE accompanying illustration will give the reader some idea as to how we ate our last Thanksgiving dinner. When I say it was the best I ever had it is saying quite a lot, for I have had the pleasure of a few in all kinds of places and under all conditions. The menu cards will show you all that is necessary as to the style of meal that was served.

My intention is to give to the reader the arrangements that were made to pull off this unique affair.

At every season or holiday, or any special event or day, I try to put in a window trimmed suitable for the occasion.

Thanksgiving is a time when window displays are always looked for by the people, so I decided to put in a window trimmed to represent a dining-room. The walls I covered with wallpaper suitable for a dining-room, the paper being a vintage pattern, dark green ground, the purple grapes in clusters. The centre of the floor was covered with a carpet, and a couple of rugs were laid at each end of the window. The fireplace and mantel were kindly loaned to us by a wholesale house, as was also the dining table and the cabinet. The large electric dome was borrowed from a local electric store, and the dish of fruit was given by a fruit dealer a few doors away from our store. These favors were given just for the consideration of a small card being deposited on the different articles showing from whom they were borrowed; viz.:

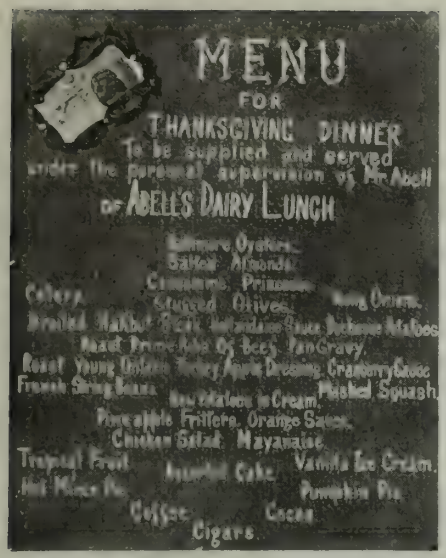
KINDLY LOANED BY
THE GREAT NORTH-WESTERN FURNITURE CO.

Just a word in here re borrowing articles to improve a window display. I have found that I can borrow any mortal thing for my window just because we have "got the people going," as the saying is. Whenever I plan a window I strive to put in something original, something the people have not seen before, and it sure does catch them. Every week the question is asked: "What has Fawcett got in his window?" When once the people notice your displays they look for them all the time. That is where a good many windows fail to attract the attention they should. The trimmers are not consistent with their work. A good window at Christmas time and a poor window the rest of the year will get nothing. "Persistency and consistency" are the two essentials in window dressing. The people are constantly watching our windows, and, therefore, talk in their homes about our display. Hence it is that if another merchant is asked by me for the loan of a certain article I invariably get the best he has, because he knows that a card is going to be placed upon that certain article that will be read by people who would not think of looking in his window.

Just preceding Thanksgiving Day last year a great deal of favorable comment was heard regarding a Thanksgiving dinner which was served in the show window of the Fawcett Hardware Co., Saskatoon. The display was planned and arranged by Harold W. Parr, who has recently joined the staff of the Sommerville Hardware Co., Edmonton. Hardware and Metal asked Mr. Parr if he would tell Canadian hardwaremen how he worked out his plan for carrying out such a novel advertising idea. In this article Mr. Parr tells us the story. It is very interesting and instructive.

Lay-out of Window.

Back to the lay-out of the window. Curtains at the right of the window are from my own home, as is also the table linen upon the table. The table is set for six persons, and Rogers Priscilla

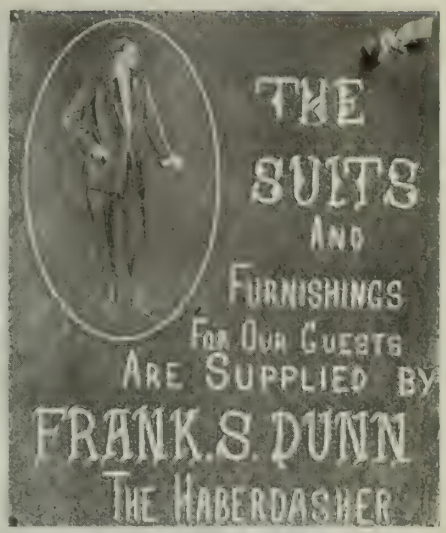


Menu for Thanksgiving Dinner supplied by owner of restaurant whose name appears on card.

silverware graces the six places. Table napkins holding lunch rolls are set at each place. At the head of the table is an imitation turkey made out of plaster of paris, varnished and stained just the right color. Inside the fireplace is what appears to be a cheery fire burning. An electric fan, a few charred logs and some colored strips of paper, with an electric light underneath, make the effect very real.

I will now explain to the readers how I came to have the dinner in the window. When the finishing touches were being made in the display, one of the boys in the store said: "I'll bet you a dollar you dare not eat your dinner in the window on Saturday night." I said: "I will take you." It was not that I wanted his dollar that I said I would take him. It was because he had unconsciously furnished me with an excellent idea. The thought was this: Why could not I get four or five more to go in the window with me and we would have a real dinner. Then the wheels started to run. I asked the proprietors of the store if they would get their wives to cook something suitable for the dinner on the Saturday night, and I would get my wife to cook something also. They thought that was a good idea if I could get someone to go in the window with me. For my part I was willing to go in, and, as I said to them at the time, I was willing to stand on my head in the window if it would get us anything. With this idea in my head I went across to the lunch room to buy some rolls to place in the napkins on the table.

The manager of the restaurant, whom I knew personally, was there to serve me, so I told him for what purpose I wanted to use the rolls, and also said that we were going to eat dinner in the window on Saturday night. "Who is going to cook the dinner?" he asked. I told him we would have it cooked at our homes and served up at the store. At the time of telling I furnished a thought



The above card was placed in the window in exchange for the loan of suits.

for him. Like a flash he said: "Let me cook and serve the dinner and it won't cost you a cent." Needless to say, I acceded to his wish. "Come across about three o'clock and I will give you a menu for the dinner." "Place it in the window on a card showing who is going to serve the dinner, and there will be no charge." That same evening I made the show card, which is shown here, and placed it in the window.

My next trouble was getting someone to share with me the experience of eating in "A Hardware Store Window." I questioned two or three, but was met by



The same window when the Thanksgiving dinner was being served. The crowds extended to the street car tracks and blocked traffic. Only a small number of the huge crowd can be seen.

the same answer, "Draw the blinds, and I will eat the dinner." Eventually I got three who promised faithfully they would be there. One of them happened to be the manager of the clothing store a couple of doors from us. His employer then came to see me and asked me to let him loan to the guests for this occasion, Tuxedo coats and furnishings. His suggestion was accepted most heartily and I started immediately to make a card to advertise his part of the affair. By this time the local papers had heard of our preparation and came to the store for news. The accompanying cuts will show the readers the publicity we received from this source. This is cheap advertising. The kind you do not have to pay for, and is read by thousands of people.

Promptly on Saturday night at 8.30 we took our places in the window and started a meal that would be a credit to any fashionable restaurant in New York.

The people were crowding the sidewalk, and as each course was brought in by the waiter (who was also supplied by the owner of the restaurant), we could hear them exclaiming "How nice that looked," "How good that must be," etc. At last the turkey came done to perfection. The carving was allotted to me and I assure you I gave each guest an ample share of that gobbler.

While we were having a good time in the window there was something going on outside which caused some amusement for us. The sidewalk was impassable and the traffic in the street was practically at a standstill. There were two policemen pushing and shoving the people off the sidewalk to make a clear passage for pedestrians, but it was no use. As soon as they cleared one end the people would crowd in again. I often wonder how it was we had any windows left in our store front. However, everything passed off all right. At 10.45 p.m. we lit the cigars and drank coffee to finish the best Thanksgiving dinner I ever had.

Cost of the Affair.

I will give the reads the cost of the whole affair:—

The Fawcett hardware bill for decorations—

6 yds. smilax at 26c	$1.50
2 rolls wall paper at 45c	.90
1 border of wall paper	.20
Paste board for show cards	.20
Lunch rolls for napkins	.10
	$2.90

The proprietor of the clothing store presented each with the following after the affair was over:—

1 shirt	$2.50
1 collar	.20
1 tie	.50
	$3.20

For the four guests and the waiter, this means, $16.00.

The readers will have to judge from the menu card, what it cost the proprietor of the restaurant.

Every person interested was well pleased over the event and the people were given another of those novelties in advertising which makes them talk and when you get the people talking about you, you know that it is the best kind of advertising that you can get, providing they are talking the right way about you.

There are many ways with which you can get people to talk about your store but the best medium is your window. Keep them clean. Keep them well lighted. Keep good displays in them, and keep them original. It is cheap and it pays.

When and How to Advertise

Important addresses Before the Ad. Club Convention—Advertising as a Tonic and as a Food —Run It Every Day—Arguments for Appropriation on a Percentage Basis.

THERE was much information of interest for the retail advertiser in several of the addresses delivered before the retail advertising section of the Ad Club's convention at Toronto; practical hints which will be found to be of every interest to the comparatively small retailer—such as the advantages of a fixed or a percentage appropriation, and how it should be fixed, advertising regularly and for sales and regularity in publicity, etc.

Advertise in Season.

Some important points in connection with the handling of the retail advertising in relation to the season and to its application were embraced in the paper by W. S. Hamburger of the Hochschild Kohn Co., Baltimore, Md. He replied to the question "Should most money be spent in or out of season?" by taking the stand "That the best time to go fishing is when the fish are biting hardest. The advertising which pays best, dollar for dollar, is the advertising which mentions the merchandise that the people want at the time those people want it. All of which does not mean that the advertising manager should close up his office and take a two months vacation in the dull season. His effort then should be to secure merchandise offerings of such a nature that they will make advertising copy that will lift his store out of the hot weather dullness.

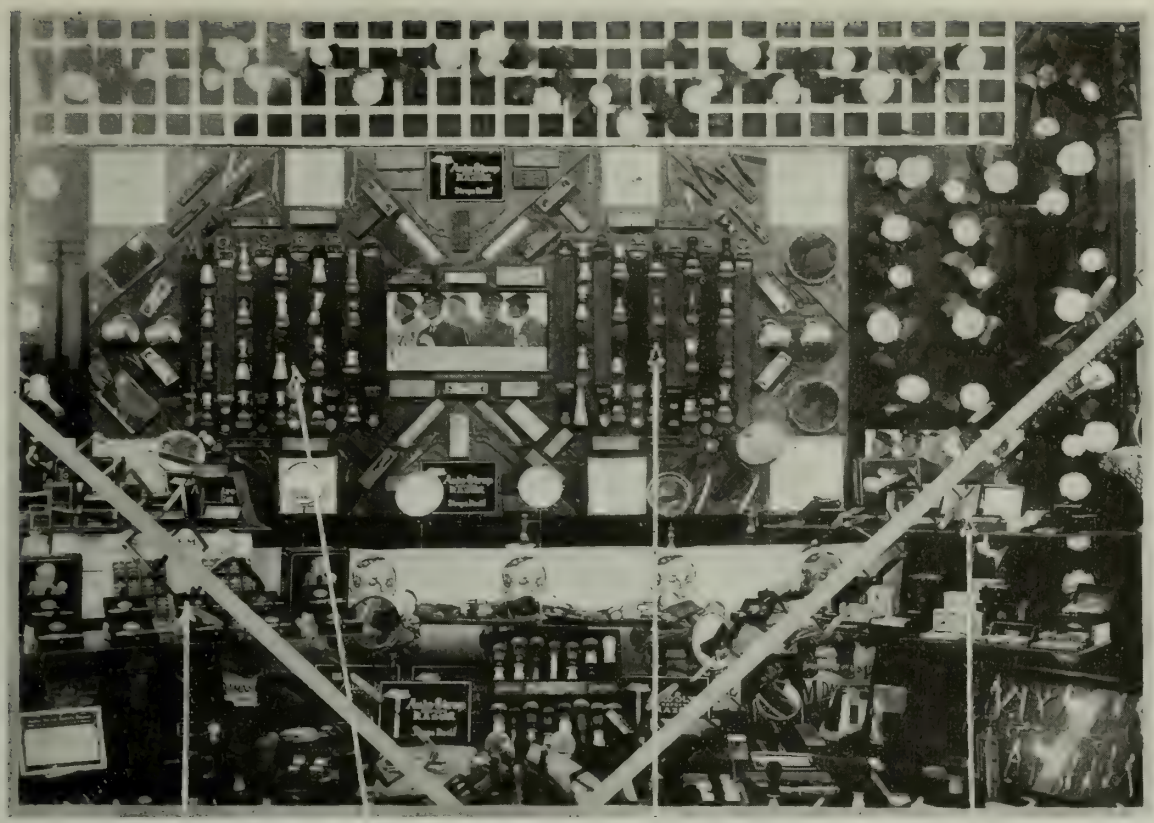
Mr. Hamburger advanced three reasons, and three only, for the advertising of any article at any time — its novelty; its timeliness; its cheapness—meaning its good value, and not necessarily its low price.

"What I am trying to bring out is this—that in season, if the above tests are applied to an article and if it passes them, it is eligible for advertising. Out of season, test No. 3—that of cheapness — is practically the only one that is worth while to apply.

This brings me on to the next phase of the subject—that use of advertising as a food tonic. Advertising is primarily a food. Given a successful department, advertising of regular merchandise at regular prices, persistently kept up, with an occasional sale of real bargains, will build for that department a clientele whose faithfulness is only limited by the service which that department gives them. The advertising of regular merchandise is the food — the bargain sale advertising is the tonic. And a healthy department, like a healthy individual, needs a reasonable amount of food at fairly regular intervals, and only an occasional dose of tonic.

"But, taking a department which has been mismanaged or allowed to run down for several years and the problem changes. The first thing we want to do for the patient is to bring him back to life—after that comes the problem of keeping him alive. The problem is more difficult than the establishment of a new department—because while with a new department we start with zero, with a run-down department we start with a minus quantity.

"On a pinch I believe an advertising manager is justified in asking a successful department to step aside and utilizing the space thus gained to print tonic advertising for one of the weaker departments—even if the advertising does not bring in the volume of business that an ad. for the stronger department would bring. Seeing beyond dollars and cents the store cannot be thoroughly sound and healthy as long as there is one weak department in it."



Pocket cutlery shown on wood strip.

Strops displayed on background.

Brushes dis played on background.

Wood strip lays flat against glass

Shaving Accessory Displays Appeal to Men

Direct Results From Sharing Accessory Window Displays — Line Neglected by Some Merchants—How an Attractive Display Was Made—How One Salesman Runs up Sales.

WE frequently see or hear of window displays which appeal to particular classes. For instance, tool displays interest mechanics, builders' hardware displays interest builders and contractors, while auto accessories usually interest the car-owner. These displays appeal to a class of customers directly interested in the particular line of goods featured. There is one line of goods, however, which interests every man, and that is the shaving accessory line.

It is very unfortunate that this line of goods is not featured more frequently by retail hardwaremen.

It is not uncommon to see extensive displays of shaving accessories in drug or jewelry store windows, and this is probably one of the chief reasons why a large portion of business in this line drifts away from the retail hardwaremen.

It is quite true that occasional good displays of showing accessories are seen in retail hardware show windows, but they are not as frequent as they should be. The reason is not that hardwaremen have not got the goods. It looks very much as though the negligence in not showing this line is due to thoughtlessness rather than to ignorance of the selling qualities of the goods. No hardwareman will deny that shaving accessories are good sellers, that they are needed by all men, and that as a general rule they carry a liberal margin of profit; in fact, a much larger percentage of profit than many of the other lines usually carried in a hardware store.

The trimmer who arranged the window display shown on this page stated to a representative of Hardware and Metal that direct returns were noticed within a few hours after the display was placed in the window.

The trimmer stated that no display of any other line brought quicker returns than shaving accessories.

In the accompanying display a representative line is shown, including safety and hollow-ground razors, brushes, strops, dressings, hones, nail nippers, toilet clippers, soaps, shaving sticks, mirrors, shaving mugs, manicure scissors, and other lines. A nice range of pocket knives is shown in a novel manner without interfering with the display of shaving goods. The knives are shown on two strips of wood, which lay flat against the glass. Show cards have been used with good effect in this display.

The window trimmer remarked: "Any hardwareman who has never tried out a good window display of shaving accessories does not know what he is missing. He should try one at the first opportunity, and I will wager that after the first display is shown they will soon become regular features."

The background of the display was made up of strops, brushes, hones, mirrors, shaving mugs, scissors and a few show cards, the whole presenting a very attractive and striking effect.

The ideas presented in this display could be followed out to advantage by other hardwaremen. We occasionally hear retail merchants complaining about their show windows being so small that they will not hold sufficient goods to make a good display. This cannot be said of shaving accessories, for they take

up very little room. A splendid display can be arranged in a small window.

One splendid feature in connection with the shaving accessory line is that in order to have a nice assortment a heavy investment is not necessary. A nice assortment can be put in stock at small cost. It is important, however, that the goods should be turned over quickly, and in order to do this the merchant must place the goods before the public. Salesmen after selling a razor should always point out that other lines, such as strops, brushes, hones, soaps, etc., are also carried. The writer was in a hardware store a short time ago when a customer entered and asked for a razor. The clerk showed him a number of samples, from which he picked a well-known razor which retails for $1.50. After wrapping up the razor, the clerk suggested that the customer look at a new line of strops. In a few minutes a strop retailing at one dollar was sold. This was followed by the sale of a brush at 50 cents and a shaving stick at 25 cents. The total amounted to $3.25. Had the salesman not been on to his job the chances are that the sale would only have been $1.50, the price of the razor, or possibly there would not have been a sale at all. This shows how the live salesman can run up his sales and secure trade which might otherwise go to the druggist.

If you have not been pushing the sale of shaving accessories, why not get busy now.



CAN RETAIL HARDWAREMEN SELL BATHROOM FITTINGS?

(Continued from page 135.)

line, he advertises in the newspapers and show windows, and always has the goods on display in the store. In addition to this, he is always on the look-out for new prospects.

I could relate dozens of incidents which would go to prove that the bathroom fitting line is an ideal one for the retail hardwareman.

The accompanying illustration shows a display which recently appeared in the show window of another Canadian retail firm. One glance at the display will convince you that a splendid assortment is carried, and still this firm, like the other referred to, does not carry a plumbing department or do work of that nature. Only the man who travels around and talks to retail hardwaremen knows how much of the profitable bathroom fitting business is being secured by retail hardwaremen who simply carry bathroom fittings as a side or specialty line.

Western Observations

By "Winnipegosis."

A SERIES of sketches of Canadian prairie life by E. Pearse Wheatley, is being put on the market in book form by an English publishing house, and after reading the chapter on Western Hustle, I was struck with the important part played by the hardware merchant as a pioneer. One of the illustrations in the book depicts a hardware store being moved entirely to a new town. The writer gives the name of the place as Cut Knife, Sask. The name on the store in the picture is C. Birkett & Co., but that may or may not have been the store in Cut Knife.

In speaking of the birth of this Western town the writer says: "The Union Bank opened an office at a farm house three months before the railway was laid. A hardware store was opened in a tent near the bank. Then the steel arrived. The Bank building was pulled bodily to the spot where the town was surveyed, and the hardware store followed, a shanty being built for it. Then came the country store, machine sheds, pool room, barber, Chinese laundry, and restaurant."

During a recent trip across the prairie, whenever the train stopped, I always looked out of the window for that familiar word "Hardware," and seldom looked in vain. While there is often no room for an exclusive grocer in these new towns, a hardwareman can invariably put out his shingle with that one word on it, whereas the grocer, in order to live, has to become a general merchant. Many Western towns seen from the train, appear to consist only of a general store, a hardware store, a restaurant, a hotel, a machine shed, and sometimes an elevator.

There was a time when most hardwaremen handled crockery. Many of them do still, but T. B. Millar, of Portage la Prairie, became an exclusive hardware dealer many years ago. Some weeks ago when I was in Portage, he told me how this occurred.

He was one of the pioneers, and started business in a log house. Twice a year he and his brother visited Montreal to replenish their stock. On one occasion, after buying all the hardware they thought to be needed, they held a consultation to decide what the remainder of the car should be filled with. T. B. suggested crockery chambers, adding that the half breeds would need them. So the jobber was ordered to fill the remainder of the car with these.

Apparently poor judgment had been used, for when the car reached Portage it was found to contain almost enough chambers to serve the population from Winnipeg to Vancouver. They strung them in corners, and it looked as though they had a store full of nothing but chambers.

Sadder still, they would not sell. The people of Portage did not understand them. One Mennonite woman bought six, thinking they would serve as butter crocks, and next time she came to the town market, she brought her butter in them. At the end of the day she expressed astonishment that whereas on previous occasions she had always dis-

(Continued on page 142.)



"We engaged six boys who carried the chambers on long poles."

Metallic Minerals of Dominion of Canada

The Value of the Metallic Mineral Production of Canada—Ore Resources in Some Cases Not Sufficiently Developed to Supply Home Demands—Location of Smelters in Canada.

Written for Hardware and Metal by W. J. Dick of Commission of Conservation, Ottawa.

THE value of the metallic mineral production of Canada, based upon the quantity sold or shipped, amounted in 1912 to about $61,175,000. Although the production amounts to this large figure, practically the whole of the metallic minerals, consisting of copper, gold, nickel and silver, are exported elsewhere to be refined, the largest portion going to the United States. Canada imports annually a great variety of mineral products; the imports on iron and steel and manufactures thereof alone amounted, in 1912, to not less than $124,375,000, while the imports of aluminum, antimony, copper, gold, silver, lead, platinum, tin and zinc and manufactures thereof and metallic alloys amounted to over $27,000,000. As the value of the exports of the same minerals amounted to about $25,000,000, it can be seen that there is a great excess of import over export. This fact would seem to indicate opportunities for the development of the mineral production and of manufacturing industries using these minerals as raw products, and in this way do away with the anomaly of producing the raw product, exporting it, and then importing it in a partially manufactured or manufactured state.

In the case of the iron and steel industry, Canadian iron ore resources have not been developed sufficiently to supply home demands. In 1912 only 71,588 tons of Canadian ore was charged into blast furnaces, while 2,019,165 tons of imported ore was charged into blast furnaces.

Practically all of our manufacturing industries, depending upon metallic minerals for the raw products, use material which is either imported in a partially manufactured or a manufactured condition, and then finished or assembled in Canada.

Copper.

The copper ores are smelted at Trail, Grand Forks, Greenwood and Ladysmith, B.C., and excepting a small output of copper sulphate at Trail, is practically all exported for refining. The exports of copper in ore, matte, regulus, etc., from Canada during 1912 amounted to 78,488,564 pounds, of which 73,176,744 pounds were exported to the United States, and 5,275,820 pounds to Great Britain. The total imports for the same year exceeded 42,832,747 pounds, valued at over $7,000,000.

Nickel Copper.

The nickel copper ores are derived largely from the Sudbury district; in fact, Canada supplies 85 per cent. of the world's production of nickel. These ores are treated at Copper Cliff and Victoria mines, but the resulting matte is shipped to the United States and Great Britain for refining.

In order to encourage the refining of nickel in Ontario, "The Metal Refining Act, 1907," Statutes of Ontario, 7 Edward VII., chap. XIV., authorized a bounty to be paid on nickel, cobalt, copper and arsenic under certain conditions and restrictions during a period of five years. In March, 1912, the Act was amended to cover a further period of five years.

The sections affecting nickel ore are as follows:—

The treasurer of the province may, under the authority of such regulations as may from time to time be made in that behalf by the Lieutenant-Governor in Council, pay in each year to the refiners of the metals or metal compounds hereinafter specified when refined in the province, from ores raised and mined in the province, a bounty upon each pound of such metal or compound so refined, as follows:—

"Class 1.—On refined metallic nickel or on refined oxide of nickel 6 cents per pound on the free metallic nickel or on the nickel contained in the nickel oxide.



View of Trail, B.C., where smelters are located.

but nickel on which a bounty has already been paid in one form of the product shall not be entitled to any further bounty in any other form, and the amount to be paid as bounty on the nickel products herein mentioned is not to exceed in all $60,000 in any one year."

Lead.

In the case of lead, Canada now refines practically the whole of the domestic production. The refineries are situated at Trail, B.C., and Kingston. The refined lead finds a market in Canada, United States and the Orient, Montreal being the main Canadian market. Of that used in Canada a great part is consumed in the manufacture of white lead.

In 1901, and again in 1903, the Dominion Government, to encourage the lead industry, authorized the payment of a bounty on the production of lead. The Act of 1903 provided that the bounty should cease on June 30, 1908, and as only a portion of the funds provided had been used, a new Act was passed extending the bounty for a further period of five years. The bounty is at the rate of 75 cents per 100 pounds, or approximately £3 10s. per ton of 2,240 pounds, subject to the restriction that when the price of lead in London exceeds £14 10s. the bounty shall be reduced by such excess.

Silver.

The silver production of Canada in 1912 amounted to nearly 32,000,000 ounces; of this amount over 95 per cent. was produced from the Cobalt district.

Important quantities of silver are produced in Canada, both as fine metal and silver bullion, ranging in fineness from 850 to 998.2. The fine silver is produced at Trail, B.C., and is shipped to China, United States and Ottawa Mint.

The smelters in Canada treating Cobalt ores are situated in Ontario at Orillia, Thorold, Deloro, Kingston, North Bay and Welland.

The total exports of silver contained in ore, matte, etc., in 1912 was 34,911,922 ounces, valued at $19,494,416.

Zinc.

The zinc ores produced in Canada in 1912 amounted to nearly 6,500 tons, valued at about $215,150, the greater part being from British Columbia.

This ore was shipped for treatment to Kansas and Oklahoma smelters, the duty being for this class of ore 1 cent per pound of metallic zinc content.

The imports in 1912 of zinc, spelter, and manufactures thereof exceeded $963,000.

In order to encourage the smelting of the refractory zinc ores of British Columbia the Department of Mines are experimenting with these ores, and no doubt a satisfactory treatment will be found.

From the above it can be seen that the Dominion and Provincial Governments are encouraging in a substantial way the refining of metallic minerals in Canada, and it is hoped that the opportunities afforded will be the means of increasing the development, production, refining and manufacture of metallic minerals and mineral products in Canada.

WESTERN OBSERVATIONS.

(Continued from page 140.)

posed of her stock quickly, on this occasion she had not sold a single pound.

The crockery stock would not move. Eventually a general merchant offered to exchange his stock of hardware for Millar's crockery, not knowing of what it consisted. The question of how to remove the latter stock arose. It was at last decided to engage six boys, who carried the chambers on long poles. When the general merchant saw the boys coming up the street, it is reported that his hair stood on end. The deal had been made, however, and it took the boys a good part of the forenoon to carry the crockery chambers from one store to the other.

IF I REST, I RUST.

August Thyssen, the German iron master who has recently acquired a Holland port for the Vulcan Shipbuilding Company of Stettin and Hamburg, has reached the highest fortune and fame as the head of the pig iron, steel and coal syndicate, which includes the big industries of Germany and the works of the Government. He began on $6,000, and his motto at 72 is "If I rest, I rust." He believes that industrial concentration prevents trade crises and lowers prices, wears a $20 suit, and is supposed to be worth more than 100,000,000 marks. He has works in India, Brazil, Russia and France.

—Philadelphia News Bureau.

The Cost of Doing Business

These rules for figuring the costs and profits are recommended by a high authority:—

1—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2—Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3—Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4—Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6—Charge amounts donated or subscriptions paid.

7—Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8—Charge all incidental expenses, such as drayage, postage, office supplies, livery or expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9—Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

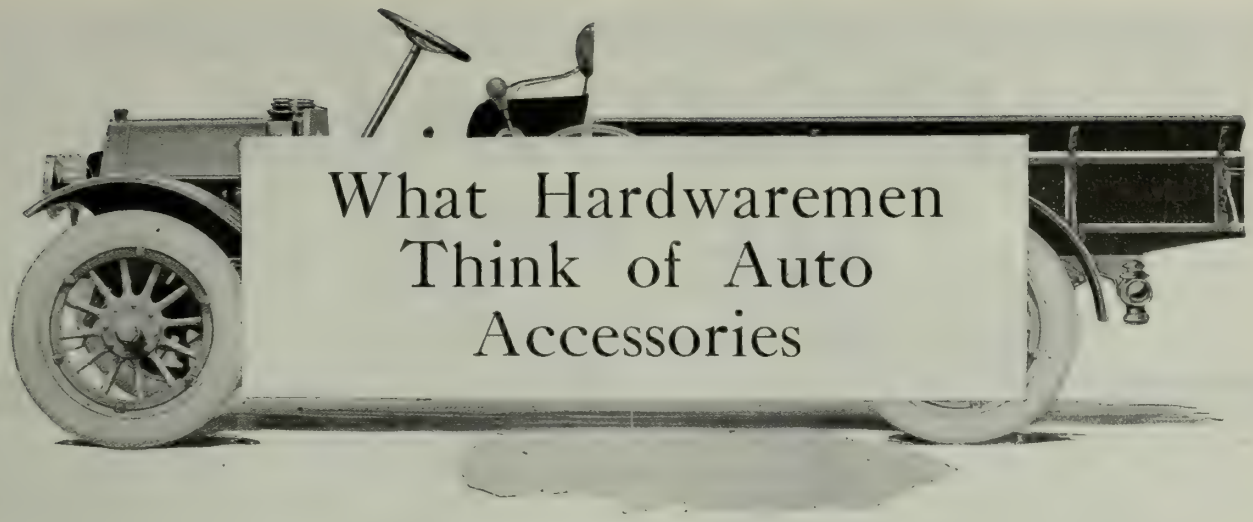
10—Charge collection expenses.

11—Charge any other expense not enumerated above.

12—When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14—Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.



What Hardwaremen Think of Auto Accessories

Auto Accessories and Autos Are Sold Largely by Hardwaremen in the Canadian West—What Ontario Merchants Think of Auto Accessories—The Principal Sellers—A Hardware Line.

WE have heard a great deal about the success with which hardwaremen in Western Canada have been meeting in selling auto accessories, and Hardware and Metal has endeavored to secure a free expression of opinion from Ontario merchants. Only a few of those received are here appended:—

I. W. Bennett & Sons, Gananoque, Ont.

"We find that we are having good success with the auto accessory line, but notice that the profits on tires and other sundries is cut to the limit by some of the large city dealers. These dealers must have inside prices that we are unable to secure as yet, but we are out after prices and hope to get on the ground floor. Ford accessories are the largest sellers."

D. W. Douglas, Hardware Merchant, Campbellford, Ont.

"We are agents in this territory for Ford cars, therefore we find auto accessories a paying proposition. Although we carry some accessories for other cars, we find that the supplies for the Ford cars are by far the most satisfactory to handle, as there are a great many of them, and practically all the same model for years back. We stock principally: tires, spark plugs, electric lighting outfits, Presto-lite tanks, carbide, shock absorbers, patches of various kinds, self-starters, gasoline, oils and greases, pumps, jacks, robe rails, rubber tubing, batteries and tire holders."

Moore Bros., Uxbridge, Ont.

"We consider the following the best sellers: gasoline, cylinder oils, dry cells, carbide, spark plugs, tubing, tires and inner tube patches and cement, valves, tire testers, flash lights, etc. We find the traveling public are in need of the above, but would not advise a hardware firm to stock up heavily with any lines, as there are many new ideas coming out and prices change very often. We have found the auto trade very good."

J. E. Moseley, Huntsville, Ont.

"I carry a full line of parts for the Ford cars, including tires and repairs for same. I find it necessary to carry these goods on account of being agent for Ford cars."

A. R. Dundas, Cobourg, Ont.

I consider the following lines of auto accessories to be the best sellers: oils and greases, Ford motor oil, oil soap, metal polish, chamois, sponges, spark plugs, motor oil, gasoline."

Aikenhead Hardware, Ltd., Toronto.

"We carry a full line of tools used in automobiles and sell automobile pumps and safety benzine cans. We also sell kits of automobile tools which comprise the following: pliers, hammers, bearing scrapers, cotter-pin extractors, tool handles, wrenches, screw drivers and calipers. We consider this a very profitable line to carry."

C. Richardson & Son, Harrow, Ont.

"We have had good success with the auto accessory line, and would say that the up-to-date store to-day is not complete without them. We adhere to tires, blowout patches, pumps, horns, wrenches, rubber hose for radiators, brake lining, tubing for gas tanks," etc.

Should Get Good Share.

Another well-known Ontario merchant who wishes his name withheld, states: "As yet our auto accessory business is very small, but we handle gasoline oils and greases, a few spark plugs and patches and carbide. We have a street gasoline outfit which we find is very convenient and satisfactory. I might say that I believe that hardware dealers should get a large share of the auto accessory business."

The consensus of opinion appears to be that the auto accessory business should be controlled largely by the retail trade. There are many lines of auto accessories which fit in nicely with regular hardware lines, in fact many of the regular hardware lines can be classed under "auto accessories."

Many auto owners have a dread of the garage. The average auto owner expects to be charged a fairly high price when he makes a purchase from the garage owner. There are, of course, exceptions to every rule, but a great many people think that the auto owner should be willing to pay a pretty high price for supplies.

Hardwaremen should do all in their power to keep the auto accessory business within their grasp. Within a few years many thousands of autos will be owned by Canadian farmers, in fact there are many farmers now using autos. In the future the farmers will be large purchasers of auto supplies. Are the hardwaremen going to prepare to hold this trade or are they going to let it drift to the garages and mail order houses? Hardwaremen who are not already selling auto accessories should look into the possibilities of the line and see if there is not a good opportunity in their respective districts for securing a good share of the trade of the auto owners.

HARDWARE AND METAL

VOL. XXVI. No. 34 Toronto, Canada, August 22, 1914 Two Dollars per Year

WEEKLY MARKET SERVICE

READERS of this paper should watch our editorial and market pages more closely than ever. The service Hardware and Metal has been in a position to render just before and since the outbreak of the vast European War has been of great advantage to our readers all over Canada. Such a crisis as this has demonstrated beyond a doubt—if any demonstration were necessary—the place of the weekly trade paper.

When prices run up the scale with almost startling suddenness as in the present instance, the trade want to be kept closely in touch with the trend of markets. With the weekly paper the dealer knows continually where he is at, as far as close inspection of conditions and constant touch with the importers, manufacturers and wholesalers can give him the facts.

The forecasts of the markets in Hardware and Metal have been borne out by the subsequent happenings, and with our facilities and organization for getting the information we would urge readers to follow the market situation with the keenest of interest.

THE FRONT COVER

READERS of Hardware and Metal will remember the many excellent front covers which have appeared on the Annual Spring and Fall Numbers of this paper. With the present number we have added another worthy addition to the series and it is without doubt the best of all. The task of painting the front cover was allotted to C. W. Jeffreys, one of Canada's most prominent artists, who has been painting covers for Hardware and Metal for the past four years, and during that time has prepared many which might be termed masterpieces. In preparing the cover "Bringing in the Sheaves," for this issue, Mr. Jeffreys has excelled all previous records. This remarkably realistic cover symbolizes in the most direct way harvesting in the great "Canadian West" and is true to life.

The picture is particularly appropriate for this season of the year when the farmers are busily engaged in harvesting their crops. The scene which Mr. Jeffreys has so graphically depicted is a familiar one to the Canadian retail hardware trade.

STUDY THE ADVERTISING

THIS issue of Hardware and Metal contains many pages of advertising matter in which the careful hardware buyer will be interested. Several hundreds of lines are represented—many of the lines are entirely new. Among the array of merchandise here shown there may be several lines which would fit in nicely with the lines you are now selling, and which would prove good profit-makers. Many of our largest wholesale and retail hardware firms readily admit that they have secured many of their best selling and most profitable lines through the medium of their trade journals. On the other hand there are many manufacturers who say that they have secured many of their largest and best customers through trade paper advertising.

It is hardly necessary for us to urge our readers to thoroughly investigate the advertising pages of this number. Hardwaremen have made money out of previous issues of Hardware and Metal and many will make money out of this issue. See that you get your share of the excellent opportunities presented to you in this our Annual Fall Number.

POWER OF ADVERTISING

SOMEONE has said "that good advertising is a continuous performance before the same audience." When a retail merchant inserts a series of good advertisements in his daily or weekly paper, he is talking to practically the same audience, each day or week, thus making the series a continuous performance—to use the language of the stage. As a community grows and the circulation of the advertising medium increases, the audience grows in size.

Advertising, it will be seen, has a distinct advantage over the continuous performance before the footlights. The latter does not hold the attention of same audience. After the entire bill has been seen, the audience departs, gives way to another and does not return for another week. But with the good advertising it is different. It insures the attention of the same readers every time the paper is picked up, which illustrates the wonderful power it possesses.

Merchants who are advertising should see to it that their copy be placed in the "good" class. Otherwise it will not hold the attention of any audience for any length of time. Those who do not use the daily or weekly paper should pause to think over the work of the newspaper advertisement.

INVITED TO SHOP

DID you ever hear a person remark that they dealt with Blank, because he always expressed appreciation of their patronage or that they gave Blank an order because he asked them to? Of course we all have heard these and similar remarks and we would hear them much oftener if every customer were to analyze the motives behind each purchase and put the result into words.

This characteristic of human nature—call it vanity, if you will—has been recognized and applied by the writer of a series of advertisements which are at present appearing in over 300 weekly newspapers throughout Canada. Their object is to stimulate local retail advertising and they are incidently but surely creating a well-deserved prejudice in favor of stores that advertise (i.e., invite customers to purchase their goods) and a consequent prejudice against stores that do not advertise. The writer of the advertisements was for seven years proprietor of a general store in a typical Canadian town and this experience enabled him to take into consideration the position and needs of the local retailer in a particular way.

"Shop where you are invited to shop," is the slogan with which nearly all of these advertisements are concluded and there isn't any doubt but that it will have the desired effect on a large proportion of the buying public. It is a reasonable argument and the words are easily remembered. Retail hardwaremen whether hitherto advertisers or not, would do well to appropriate to their own business the general benefits accruing from this campaign in favor of advertising and advertised goods.

U. S. FIRMS ACTIVE

WAR to-day is a melting pot in which business conditions throughout the world are being brought to a new state; no one can tell what that state may be. We are living in a period when there is more world history being made to the minute than at any time that the world has known. Whether conditions will remain on practically the same basis as at present or whether there will be an entire evolution remains to be seen.

Although as yet there has been little opportunity to grasp the situation as yet and the future has just begun to shape, there is a noticeable activity on the part of American manufacturers to get in on the Canadian field. Already in the hardware trade there have been travelers calling on the wholesalers in the big cities who made special trips following the outbreak of the war with the idea of improving relations. These travelers may be expected to be followed by many others when the situation becomes better outlined. At the same time there has been a large number of circulars and letters coming through the mails which have served to draw the attention of the Canadian market to a source of supply in which a more direct interest must be felt under the existing circumstances.

Hardware and Metal is told by a wholesaler who met a couple of these American travelers that it is evident that the United States is preparing to grasp all the trade she can secure on this side of the Atlantic. Not only are American manufacturers looking towards Canada, but they are also directing their attentions to South America. It is evident that the opportunity is one which will be eagerly grasped.

"They do not see that because of the war that trade is going to stand still; and they have an opportunity now that they have never had before to get into markets which have been controlled by other countries" was the way a prominent wholesale hardwareman put it.

TRADE AND WAR

THE trade is facing the present crisis with a calmness that spells assurance, and although the future is shrouded in the dense cloud of the European war, it is evident that in the hardware business there will be nothing in the nature of a panic. After the first shock, which had the effect of upsetting the whole financial balance of trade and commerce and gave opportunity for speculation with regard to some raw materials, the situation has been accepted as it is. There has been no effort shown to take advantage of the circumstances to raise the price of stocks unduly, but rather has there been a desire to carefully consider the increases necessary and make them when the developments demand.

After the first few days of the war excitement, business was resumed pretty much as it had been. Fall orders are going out freely and the country business shows indications of holding its own at least. There is no reason why this should not be, for the farmer finds a high-price market for everything he cares to dispose of. On the other hand it must be expected that the city trade will be affected; it is quiet now in the manufacturing centres where there is a considerable volume of factory business which cannot now be depended on.

The trade is facing absolutely unprecedented conditions: what the developments will be no one knows. There have been advances in prices, but they have been made only where the situation demanded that stocks of imported goods be protected. Some lines of English and German goods have been advanced generally 15 to 20 per cent.

In the markets where there has been an opportunity for outside speculation the situation is very unsettled and prices cannot be quoted for more than a few hours in advance. Tin has gone to unprecedented figures and tinware has gone up also. There is now a report to the effect that England may place an embargo on tin, and if this goes into effect there is no saying where the price may go to. However, as yet, the advances for tinware have been trifling as compared with the increase of the price of raw material. Linseed oil, white lead and zinc has advanced rapidly in price and this has affected the paint business; also there are other of the raw materials of the paint maker which have been held up and prices have gone up accordingly.

Quotations on many lines of hardware goods are now made for immediate acceptance only. On other lines orders are taken subject to ruling prices at time of delivery.

It would seem to be significant that in the war embargo which the United States has placed against the exportation of firearms and ammunition from that country, the ban has been limited to "water" routes and these goods are still being brought into Canada.

When the situation, such as it is, is generally considered in relation to conditions in general there appears to be reason for confidence on the part of the men in the hardware trade, and there does not appear to be any other branch of business which is in a better position to come through the crisis.

Which Department in Store Neglected Most?

Old Time Method of Buying and Selling Builders' Hardware Has Died and Never Been Buried — New Lines Are Rapidly Coming to the Front—Hardware Consumer Becoming Educated.

Written for Hardware and Metal by C. W. Harman of Cochrane Hardware Co., Sault Ste. Marie, Ont.

IF the question were asked, "What department in your store, to your own personal knowledge, is neglected most?" I am sure that without a moment's thought your builders' hardware department will look the farthest away of all, and why? Simply because the old-time way of buying and selling builders' hardware has died and never been buried. Years ago a customer would come into a hardware store and say, "I want a 50c. lock for my dining-room door; I want some hinges, too." The merchant only stocked probably one style of inside locks, the customer knew what it was like, he bought it and was satisfied, simply because he never saw and probably never knew that there was any other style of lock manufactured.

We are now in the twentieth century; the old-time way of selling and buying builders' hardware is long dead; let us now bury it.

The hardware man of to-day is alive; he is fast making himself acquainted with the new lines which are fast coming to the front. The builders' hardware department no longer consists of a lock, a pair of hinges and a sash lift. The line is wide, long, interesting, and profitable. The consumer also is in the same twentieth century; he comes into your store and probably, like the other customer, only wants a 50c. lock, or probably cheaper; but he knows what he wants, he knows there is a variety of designs, finishes, quality, etc., and he expects you to have it, and if you haven't it you lose the business.

The hardware consumer of to-day is becoming educated just as fast, and probably faster, than the merchant, and that is why I say that the builders' hardware is, in most cases, the darkest corner in your store. Some will say, "I cannot afford to put in so many different designs of locks, etc." It is not necessary to carry a complete stock of lock sets to get the business; all that is necessary to stock are three or four of the standard designs and finishes that are selling well, and all you need for the balance of the wide and luxurious line of locks and escutcheons is a half set, escutcheon and handle, or escutcheon and knob, as the case may be, of say about a dozen and a half inside sets, six or eight bit key front door sets, five or six cylinder front door sets, and six store door handle sets, showing wrought bronze, cast bronze, steel, etc., all mounted on a suitably finished board to match the finish of the set. As far as the lock itself is concerned, it is more satisfactory to the customer to be able to show him the lock he is buying; but a sample only is necessary, and now as far as the lock sets are concerned you are ready to meet the large demand for variety without loading your shelves with doubtful stock and tying up an unnecessarily large amount of money in one department. The goods are delivered from the factory to the consumer without the dealer touching a package. This is the most profitable way of handling builders' hardware.

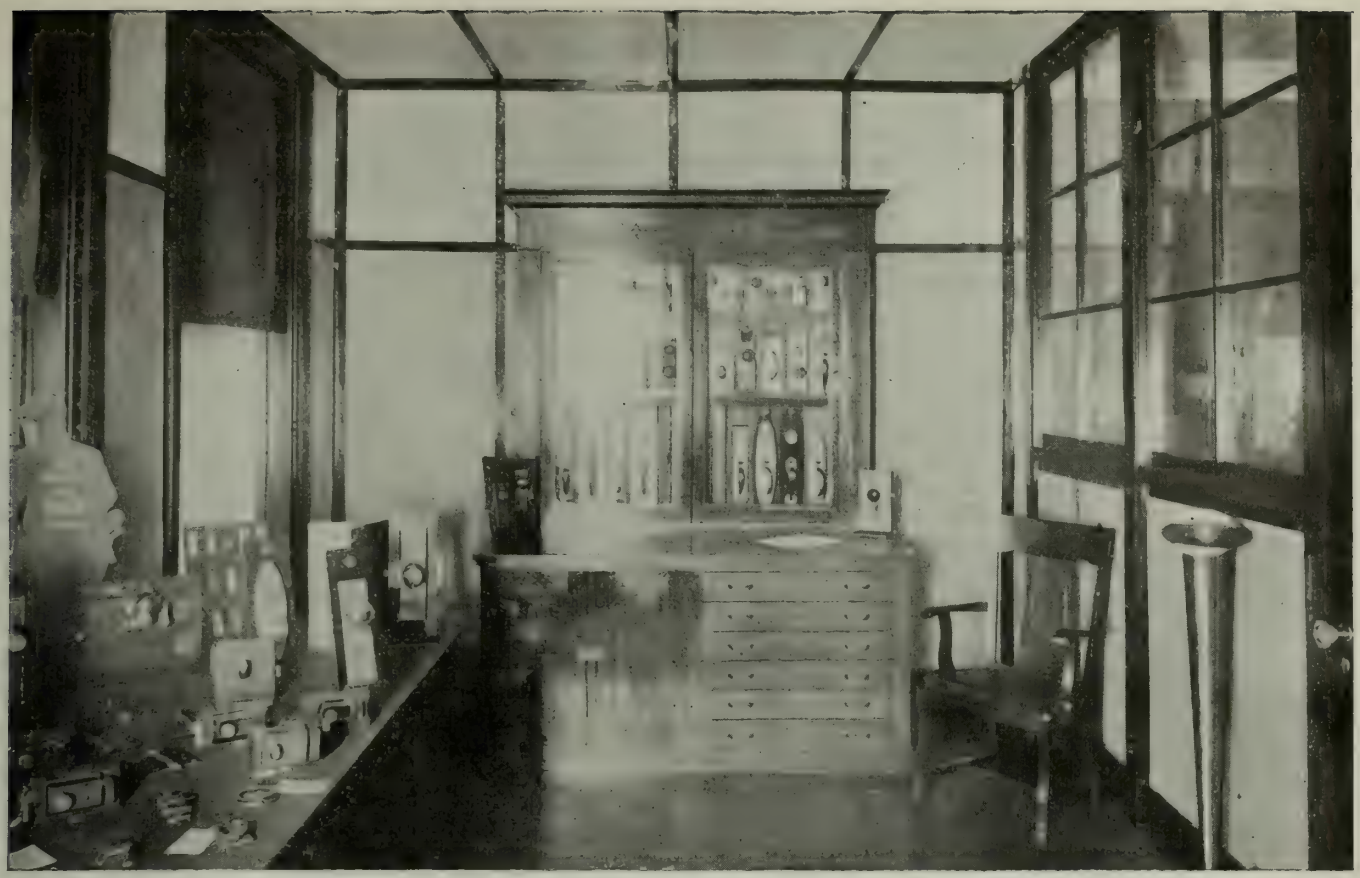
Well Displayed Builders' Hardware.

What is more inviting and more beautiful than a well displayed and well sampled builders' hardware department? There is always something in the line that is wanted by every customer that enters your store. Is your department in such a shape that he can see at a glance where he will find his wants, or will he

(Continued on page 148.)



View of the builders' hardware department of the Cochrane Hardware Co. at Sault Ste. Marie, with which company Mr. Harman, the writer of the above article, is associated.



View of one-half of the splendidly equipped builders' hardware department of the Purdom Hardware Co., London, Ont.

Builders' Hardware in Special Display Rooms

Tendency Toward Special Display Rooms for Showing Builders' Hardware—Purdom Hardware Co., London, and Jas. Walker Hardware Co., Montreal, have Special Departments.

THERE is a growing tendency on the part of retail hardware firms in the large cities to equip separate show-rooms for displaying builders' hardware. Quite a number of splendid show rooms are now in use in Canadian cities.

The Purdom Hardware Co., of London, Ont., have a special builders' hardware display room located on the second floor of their store. The room measures 12 ft. x 22 ft., and is fitted up in a tasty and attractive manner. The room has an abundance of light, a very important feature in connection with an attractive builders' show-room. The walls and ceilings have been covered with wall board which has been painted with a light color flat wall paint. The woodwork has been stained mahogany color. The floor, which is of hardwood, is nicely polished, and a rug of neat design occupies the centre of the floor. A large cabinet equipped with builders' hardware samples stands at one end of the room, and contains many mounted samples of builders' hardware. Several lines, such as night latches, door checks, sash locks and lifts, etc., are shown on a specially constructed long table, covered with green baize. A table is supplied for contractors or architects who wish to go over their plans. The sample room is a model one, and is one that impresses customers the moment they enter.

The room is kept scrupulously clean, and is ready for customers at any time. Away from the busy part of the store, the customer and the salesman have an opportunity of talking builders' hardware undisturbed.

Another art gallery or exhibition for architects, contractors and builders, is provided by the James Walker Hardware Co., Ltd., Montreal, in their builders' hardware department. This is one of a number of departments in which Walker's specialize, and the visitor can find much to interest him, and if he is a hardware dealer, will get many ideas of value for handling his own stock of such goods, by looking over this portion of the store.

The department is located at the rear of the store, on a balcony, or mezzanine floor, and is composed of four showcase sections, with wide passages or aisles between. These cases are very handsomely made up of fine-grained quarter-cut oak. The photograph, which is shown on the next page, gives a partial view of the fixtures and array of samples.

The wall fixture on the right is longer than the other three sections. In the upper portion there is a unique arrangement for space-saving and showing a wide variety of patterns at one time. There are three doors, or panels, each containing samples of door latches, handles, knobs, knockers, etc. Each sample has a small gummed label attached, giving cost price, number, selling price, and numbers of other fittings of similar pattern and design.

In the lower portion of the cabinet there are drawers, fitted with false bottoms, in which hinges and locks are arranged, each in a separate compart-

ment, and labelled with cost and selling price, number, description of finishes, etc. Another portion of the base of the cabinet fitted with doors, contains a series of sliding panels to which are attached sash fasteners, coat and hat hooks, and similar fittings. These panels can be drawn out of their groove and the various styles, finishes and patterns examined.

The other three sections, one of which is shown in the left of the accompanying photograph, have glass-fitted sliding doors in the upper portion and panels or drawers in the lower portion. Door knobs of every conceivable pattern, finish, style, shape and value, are exhibited. Each one is attached to a separate piece of nicely finished wood, which fits into grooved receptacles. They can be readily taken out for examination. On the back of each is a description of the finishes, in which the style is made, the number, cost and selling price, and numbers of lock sets to match. In addition to the lines mentioned, there are samples of store latch sets, mono lock sets, door bells, door pulls, plates, and, in fact, everything that enters into the general category of builders' hardware. It is a most complete and convenient array.

The buyer can see at a glance the goods he is looking for, and can make a quick and easy selection. It saves time for the buyer and the seller, and in these days time is money.

One manufacturer alone claims to have sold two thousand electric ranges in the city of Winnipeg during the last few years.

WHICH DEPARTMENT IN STORE IS NEGLECTED MOST?

(Continued from page 146.)

have to go to the paint department for his lock sets, the tinware department for his sash lifts? Such is the case in many stores, and they wonder why they are not selling more builders' hardware. The keynote to a good successful sale of builders' hardware is to scientifically sample every line you carry. Don't put some glue on the boards and stand back and throw the goods on, letting them stay where they stick. The necessary requirements for good, attractive sampling are brain, time, and a screwdriver, and in some cases a little wire; add a little tone to it, as if you meant it, and the result will be that you will have the prettiest department in your store. Green felt is a very suitable background for all goods carrying a finish.

Sampling New Fixtures.

There are many interesting classes of work around a hardware store, but sampling new fixtures is the most interesting and requires more forethought and study than any I have seen yet. In the first place it is necessary to know where each department will be, what class of goods each section will carry, the number of boxes required to sample a department, etc., all this being thought out and planned before a box is put on your shelves. After you are satisfied that the position you have selected is suitable for properly displaying and giving sufficient prominence to this department, you are now ready to place the goods on their respective shelves.

The next movement is placing the samples; but great care must be taken, especially with new fixtures, that it is not commenced before you are assured that the surplus stock will not have to be moved after the goods are sampled, otherwise you are in danger of getting your lines confused on the shelving, spoiling your display and necessitating your leaving your customer while going to another department for the goods, which is a poor policy. After you have thoroughly solved the shelving problem, you can now commence to sample. Good sampling requires a certain amount of experience and good taste, a scientific and artistic display being your aim throughout. From experience I would say that correct sampling is derived from placing the article as nearly as possible in the position it would appear in a man's hand.

THE COMMONPLACE.

In this age of hurry we are apt to forget the value and use of the commonplace.

"Good morning," "thank you," etc., are so common, so taken for granted that we are apt to neglect the saying of them.

But what a difference their use or lack of use makes in our relations with fellow workers and customers.

Smith thinks Brown a grouch because he looks hard at him in the morning without saying, "Good morning," "Go to blazes," or anything else.

I wonder what Brown thinks?

It would be too bad if Smith should come out of his trance some morning and speak pleasantly to Brown. Too bad.



Sectional view of builders' hardware department in the Jas. Walker Hardware Co. store at Montreal, showing swinging doors in sample cabinets.

Scientific Selling of Vacuum Cleaners

Suitable Stock Prime Requisite—No Duplication to Hamper Concentration on One Line in Selling—Individuality of Windows and Practical Demonstration in Them—Getting into the Home.

Written for Hardware and Metal by Thos. Johnson.

THE selling of vacuum cleaners, popular though they are, has not received the attention that is their due as one of the most promising articles in the field of household goods. Here and there they are sold very successfully by individual firms, but the hardware trade in general has not reduced the handling of them to a science.

In the process of putting in a stock it is well to invest in several grades, ranging from the moderately-priced hand cleaner to the high-priced electric so as to be able to suit all purses. In some cases, it is quite possible that one or both of the extremes should be cut out for lack of a suitable clientele. In such cases the twenty-five to fifty-dollar machine should fill the customers' needs very nicely.

The carrying of several grades may necessitate the carrying of several brands, in which case any similarity of grades between rival makes should be most carefully avoided. It has been proven time and again that one class of a well advertised article offers a greater opportunity to the salesman than the pushing of two or three makes of nearly similar price.

Even the most benighted hardwareman cannot fail to admit that a demonstration is a primal necessity in the sale of these articles unless the customer is perfectly familiar with the working of it. The best informed vacuum cleaner men are agreed that the actual demonstration in the customer's own home is almost the sale itself. The article, if it is a good one, is so excellent in every respect that it practically sells itself once it is given an opportunity to show what it can do.

Hence, the problem is to investigate ways and means of approach to attain this desired demonstration. First and foremost, although easily operated by one who has a slight knowledge of its mechanism, it is likely to prove a recalcitrant boomerang to the salesman demonstrator of insufficient knowledge or clumsy fingers. Woman, timid of all machinery, is likely to attach too much importance to a trifling difficulty, and think that if an expert has such trouble, there will be no end of it for her. So, above all else, proficiency should be required of any salesman in the use of the cleaner. That quality may be materially added to by a close and consistent study of the manufacturer's booklet.

It will be found that the more the maze of technical points is avoided the better. Enlargement upon them only serves to confuse the uninitiated woman. Her interest lies in results rather than methods. The latter only interest her in so far as the knowledge of them is necessary for successful operation of the machine.

Of the many selling arguments that may be used, all of which are liable to change so as to conform to local conditions, none are of more importance than the machine's ability as a sanitary and labor-saving adjunct to the home. Possibly next in importance comes its saving in wear and tear on the home furnishings. There is the rub, to get an opportunity to show the mistress of the house that the machine will save her back and her time, put her dust away in a receptacle instead of scattering it around as a broom does, and lengthen the life of curtains, carpets and other furnishings, and on top of all that do a cleaner job than is possible by other methods.

In addition to the ordinary run of advertising and window displays, a little of individuality may well be added by actual cleaning of an extemporized room in the show window. The initial interest of the crowd may be gained by advertising that on a certain date an apparently clean room that is already set up will be gone over with a cleaner. Ask the readers to look at the room and guess at the weight or the bulk of the dirt removed. Offer a prize for the winner and then get busy. But be sure that the room looks clean, so as to be able to surprise the onlookers by the amount of dirt collected. Afterwards interest may be held by scattering flour, sawdust, etc., over the carpet and by cleaning up a part of it, care being taken to show a well-defined line where soiled and cleaned space meet.

One merchant once gained considerable free advertising, even to the extent of newspaper space, by catching flies in his demonstrating machine.

Once the customer is interested enough to make inquiries, the salesman's whole object should be to obtain permission to give a demonstration in the home. All other things should be subservient to this one prime requisite. If properly approached—in short, if the customer can be made to feel that she is getting something for nothing, the sales talk should result in the granting of such permission.

Another route that is successfully practised by the greatest of corporations as a means of reaching the small home owner is that of a systematic personal house-to-house canvass. It is to be doubted if any other avenue offers such sureness of result. Seeing a presentable man and machine at her door, what more natural than for even the busy housewife to consent to a demonstration, or to the machine being left with her free of charge for a trial? Of the two logical sales methods, the latter has the added attraction of a cheapness and simplicity that is equalled by no other one.

Once in the selected room, it should prove the salesman's fault if no sale is made. People do not let strangers into their houses unless with serious intention. It is here that skilled proficiency justifies itself as the different attachments of brush and nipple are made to successfully negotiate the ancient dirt that lies in carpets and rugs; in the interstices of radiators, pictures and walls, to say nothing of the tapestry, the hangings, and the buttons of the upholstery.

More than any other line cleaners are sold by sheer aggressiveness, when it is combined with a reasonable knowledge of the goods. Every woman wants one, once she has seen the operation of her neighbor's, or of the one the salesman has broken into the dust of her best parlor with. It is merely a case of get up and talk up!

WAGES AND WAR.

One day's wages in earnings lost from industry for 10,000,000 soldiers taken from productive occupations equals a purchasing power of probably not less than $12,500,000. A week's campaign runs up to $87,500,000, and a single month foots, in purchasing power lost, to $375,000,000, not to mention cost of maintenance, transportation, destruction of property and other evils.—The Wall Street Journal.

Where All Goods Are Prominently Displayed

Excellent Displays of Merchandise in the Nine Departments of the Sommerville Hardware Co., Edmonton, Alta.—Manager Holds Conferences with Clerks—A Cost System.

THE Sommerville Hardware Co., Edmonton, Alta., from the standpoint of equipment and excellent arrangement of stock, is one of the best in Canada.

There are nine departments, many of which can be seen in the panoramic picture taken at the entrance to this store. On the right a glimpse is obtained of the sporting goods department. A separate picture has been taken of one section of the sporting goods department, showing a cosy nook covered with a white canopy and equipped with chairs, table, etc., for the comfort and convenience of customers. A score board on the wall shows records of various games in which the citizens are interested.

The seats invite ladies to rest, and leisurely select their tennis rackets, golf supplies, or whatever they require. It has been made cosy for that purpose. When people are buying sporting goods they like to take their time. It is a pleasure, unlike the buying of a washing machine or a lawn mower.

Every effort is made to give the department a suggestion of the hunt. Behind the cutlery department in the centre, there is ample space for displaying canoes, camping outfits, and full-sized animals, of all types, which cannot be seen in this picture. Edmonton is admirably situated to capture the hunting trade of the north.

Splendid Fixtures

A glance at the picture is sufficient to show that the fixtures are high class, and are neatly sampled. The show cases are all glass, with marble base; they are light and tastefully dressed. The cutlery department in the centre is composed almost entirely of glass silent salesmen. A glimpse is secured of the rear, where the agricultural tools are neatly shown on the wall. This is often one of the eyesores of a hardware store, but not in the Sommerville store.

At the rear is a passenger and freight elevator, for conveying customers to the second floor. Advantage is taken of the space around the elevator to display goods that would look unsightly towards the front of the store. Here are shown blacksmiths' tools, for instance. Still further to the rear are the warehouse and the offices. The latter are large and well equipped, being proportionate to the large amount of business done.

The basement is devoted to a display of hotel supplies, which is said to be one of the best departments in Canada. It is a business with an immense field in the West.

One of the accompanying views gives an excellent idea of the importance of this department. Several lines of hotel ranges are carried; also potato peelers, both power and hand operated; electric grills, dish washers, bake ovens, and everything else likely to be required in a hotel kitchen. They also show here full lines of butchers' supplies and a tremendous stock of hotel dishes; two patterns of white and stripe are always carried in stock.

There was a time when it was almost impossible to sell a hotel anything but copper utensils. Attention has been turned during recent years to aluminum, and the tendency is for dealers in hotel supplies to go in for bigger and heavier goods. The manager of the Sommerville store, Harry Flowers, told the writer that 50 per cent. of this business is now in cast aluminum, despite the fact that it costs about three times as much as other utensils, a few years ago the hotels used practically no aluminum.

The Plumbing Department.

Upstairs are located the plumbing, heating and electrical departments, which come under one management. A feature about their plumbing department is that all baths, wash basins, etc., are connected with water supply, and can thus be shown to customers to better advantage.

The plumbing supplies are displayed in a special room, cut off as regards light from the rest of the building, and is brilliantly lighted by electricity, thus giving the porcelain and nickle parts correct surroundings. It will be noticed that the show room has the appearance of an immense bathroom, even to the floor covering and burlap on the wall.

Builders' Hardware.

There is a separate department for builders' hardware, which is in charge of two experts. A big business is done in grates and fireplaces, which are brought in by the car load. Stoves and ranges are carried on this floor, and it might be remarked that this firm is finding quite a demand in Edmonton and district for electric stoves.

Harry Flowers, manager of the Sommerville Hardware Co., has had many years' experience as a hardwareman. For a number of years he was a traveling salesman, and he takes a particular interest in the selling end of the business.

Putting Clerks Wise

Mr. Flowers has instituted a system whereby he can meet his clerks every



View of main floor in the Sommerville Hardware showing the tool department at the front.

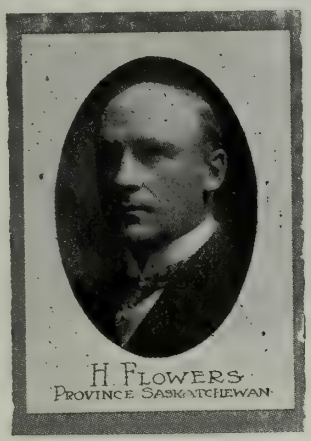
week in conference, going through the various lines, and getting them to understand the goods and giving them talks on salesmanship, profits, etc. He deplores the custom in vogue in some stores where clerks are put behind the counter and allowed to pick up whatever information they can. If nobody puts them wise to the mysteries of the hardware trade, they often turn out poor clerks. "It's an injustice right through, to the firm and the clerk," said Mr. Flowers. Mr. Flowers believes that every merchant should devote a great deal of his time to the selling end of a business, and he puts this principle into practice himself.

Commonsense Pricing.

Mr. Flowers sees the price marked on all new goods coming into the store. He teaches his price clerks to use common sense in this regard. Some manufacturers, although their goods and prices are almost identical with those of another firm, will probably send them out with a better finish. This appeals to a customer, and should bring a higher price. The manager leaves the work of pricing to his clerks, but they must fill out a form, stating where the goods come from, their description, the number, size, weight, list price, etc. Such a form is made out in the warehouse, and sent around to the manager of each department, who adds the retail price, with special prices. Before the goods are put into stock the manager goes over this list, suggesting changes if necessary.

A Cost Clerk.

A detailed report of the doings of each department is made out every day, the form being arranged so as to contain a full month of these daily reports. At the end of each month the total sales, cost and profits are added up, and give an exact report of the business and profits of each department. There are nine departments. Each day's sales in each



HARRY FLOWERS, Manager, Sommerville Hardware Co., Edmonton, Alta.

department is recorded in black ink, and the cost of the goods sold is recorded in red ink beneath. These are totaled every day for the whole store.

A view of the hotel equipment department and a sectional view of the sporting goods department of the Sommerville store are shown on the next page. These departments are models in many respects. In the hotel equipment department the goods although bulky are arranged in such a manner that they can be readily and easily inspected by customers.



View of main floor in the Sommerville Hardware Co. showing sporting goods Department.

CROPS IN ALBERTA.

A Hardware and Metal representative at present in Northern Alberta sends in the following:—

"Crops generally through Northern Alberta are fair, but will not run more than an average. The hot winds of the early part of August ripened the grain too fast. The sample promises to be good, but the quantity will not be large.

"On the whole, the yield of grain in Western Canada will not be as good as last year, but on account of the higher prices there will likely be more money in circulation.

"Business conditions generally are rather dull; everyone is exceedingly cautious and will not spend a dollar that they do not have to.

"The European war is having a marked effect in depressing trade, especially in the larger towns and cities. In the smaller towns the general feeling is that after the first shock is over it will not be seriously felt, as the farmers, who are the chief traders, will no doubt have considerable money to spend.

"The position of the bigger towns is different. With them the borrowing of money for the carrying on of private building or public improvement is a necessity, but for some time this has been difficult, and with the outbreak of the war it is now impossible.

"The consequence is that civic employees are being dismissed in large numbers, the municipalities not being able to proceed with their programme, while private building is seriously effected.

"The war spirit is certainly abroad in the West, and patriotism is manifesting itself in the large numbers that are enlisting to go to the front. In every recruiting centre where volunteers are called for there are many more offering than the number required."

LONDON METAL EXCHANGE TO OPEN.

London, Aug. 17.—At a meeting of the committee of the London Metal Exchange to-day it was decided to reopen the Exchange for one hour each morning for private business and adjustments. There will be no resumption of official business as yet.

It is not grinding economy, but wise spending that leads to ultimate independence. You might just as well hire men who will loaf on the job as endeavor to get rich by accumulating dollars that will not work for you.



View of section of the sporting goods department of the Sommerville Hardware Co., Edmonton.

Making Claims for Damaged Goods

Written for Hardware and Metal by N. R. Turner, Sales Manager Toronto Branch McClary Manufacturing Co., Toronto.

THERE is quite frequently a difficulty experienced in fixing the responsibility for damaged shipments.

It is no exaggeration to say that nine times out of ten, when there is delay in adjusting claims, the cause is due to carelessness in some particular on the part of the claimant. When a shipment is opened and checked, if the goods or any of them are not satisfactory, either in quality or on account of breakage or other damage, the merchant ought immediately to notify the party who is responsible for their condition. If goods are bought as firsts, and upon examination it is found that, owing to defects of manufacture they cannot be disposed of as firsts, a complaint detailing the merchant's objections to them, and giving the date of the invoice, should be sent to the shipper without delay. He will then be in possession of information upon which to base an offer of adjustment, or to give instructions as to the disposal of the goods.

In the case of breakage or other damage of such a nature that it might have occurred while in transit, the local agent of the transportation company should at once be notified, and requested to call and examine the shipment. Even if the shipment has been receipted for the consignee should not neglect the formality of advising the agent that the goods are in bad order, and to request him to take a description of the damage, so that claim can be entered by him.

When the consignor receives the carrier's receipt "in good order," his responsibility ceases, and the carrier becomes responsible for the safe delivery of the shipment, and it is the duty of the consignee to examine each package in the shipment before accepting delivery. The merchant who authorizes a carter who has no interest in the shipment except to collect his charge for delivering what the freight man gives him (and many merchants have that habit) to bring down any freight there may be for him, has nobody but himself to blame if the carter receipts "in good order" for a damaged shipment. But even in such cases the merchant should put the blame where it belongs—on the transportation company. By all standards of

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COCHRANE HARDWARE CO.'S NEW STORE

(Continued from page 130.)

At the rear of the store, on the ground floor, is the shipping room, with special shipping counter. Here is a wall rack, with 240 compartments, each 6 inches square and 18 inches deep, for carrying all kinds of bolts and coach screws. On the opposite side of the room is some open shelving for carrying bolts in packages, and beneath these is a good arrangement for carrying small stuff like toe caulks, horse nails, washers, nuts, etc. These are carried in drawers, 27 inches long, 10 inches wide, and 5 inches deep. These drawers run on castors to facilitate drawing out. They are labelled, the lettering being in white paint. With an arrangement like this, there is no confusion.

There are also at the rear some well-lighted offices, including the general offices and a special office for the manager. The basement is used for stocking glass, nails, roofing, dry paints, with a separate room for oils, which is equipped with eight self-measuring tanks, and is connected with a gasoline auto filling station on the sidewalk in front of the store.

The store is under the management of J. D. H. Brown, formerly a member of the firm of Moore & Brown, Ltd., who owned the store before it was taken over by The Cochrane Hardware Co. Clarence Harman is sales manager, and has been connected with the firm for three years. He was formerly with White's, Ltd., Collingwood.

C. J. Smith, who has been a member of the staff of Starke Seybold Co., Montreal, for a number of years, has left the firm to go to the front. He is a lieutenant in the 5th Royal Highlanders.



View of hotel equipment department in the Sommerville Hardware Co., Edmonton.

A Case of The Stinger Getting Stung

Another Search for Copy in the Paint Jungles of Toronto—Good Paints Don't Mix With Family Doings—How to Kill Your Own Sales—The Reporter Meets with a Set-Back.

Written for Hardware and Metal by Frank Thayer.

I AM getting to be a Pinkerton on this gumshoe business of ravishing trusting paint men of their selling ideas for the benefit of Hardware and Metal readers. It is with fear and trembling that I enter a store, ostensibly to buy paint, in reality to get first-hand material for an exposè. What if I should be recognized by my victim? Supposing I had been in this store before as a duly accredited representative of H. and M.? I shudder to think of the results.

To get back to my knitting. My particular campaign of villainy to-day included a pretence of getting facts about paint for the purpose of painting an imaginary house between this time and fall. I, of course, take an unfair advantage in deliberately hunting out my victim's weak points and in leading him on to their further exploitation.

The first place that I went into was more or less of a junk shop. It was neither a hardware nor a paint store, fowl nor flesh, nor good red herring. The paint stock was one of a futurist nightmare of lines that included such a variety of articles as flowers and drugs. A big fat chap of protuberant stomach gave me the glad smile. I started to ask him something. He caught the word "paint." 'Senough.

Away he went full gallop. He gave paint statistics until my head rocked. When I came to check up I found that, though he had talked much, he had said nothing. Didn't give me an opportunity to indicate what line of thought I was pursuing. Going to make me take his bait, hook and sinker.

However, I have good lungs and a forceful personality, so by dint of both I edged in a query as to the advisability of painting now or later. He gave me my first tip right there.

"Oh, don't do it now," he said, shaking his head so hard that his stomach rocked the counter. "Flies, flies!" and his shaking subsided to a slower accompaniment of his mournful tone.

"Flies?" I said, suavely, parrot-like, and feeling like a fool.

"Yep, flies, all over, waving his hand and rolling his eyes. "Wait till they go. Stick to the new paint."

"Much obliged," said, and then: "Do you think I could use dry colors to advantage?"

Away he went again.

I stood there paralyzed as he rumbled along in double harness with a long-winded tale about brothers-in-law, he saids and says I, dry colors, and all that stuff.

"This is too good to be true," I thought. "I must save this gink for copy when I really need copy." I decided to slip out before he turned the tap off, trusting to his interest in his own monologue to hold his attention for the moment. So I took the chance, and, as I went out the door, he was still running off at the mouth.

The next place was just a fair-looking hardware store—about an average of what one usually finds. There were two men of the job—one apparently the boss, a responsible-looking heavy party, and the other a weak-looking young man flaccid lips. I sidestepped the first and glommed the latter, and did it so well he thought he had approached me first. He looked like copy, and it was copy I was after. In short, he did not look like a good salesman.

It is so much easier to criticize than to advise. I am a great little tearer down.

I put the question.

He began to talk indefinitely of certain colors. I was puzzled, and showed it. He reached over and handed me a card of colors, remarking laconically as he did so, "That's this."

Now I pride myself on my bad grammar, so I determined not to be outdone by any clerk in Toronto. I looked stunned and said, "Which "

He never stopped for breath. "Them!"

I stopped right there. I had met my match, my Waterloo, my fate. I was undone. I hadn't the slightest idea of what he talking about, and I seriously doubt if he did himself. I asked him if I had better paint now or wait until fall.

He was one of the lackadaisical kind. He lamped some distant object through the window, and intoned drearily and wearily: "Well, now's a good time to paint except for the rain and the flies and the dust. They're the only things to bother. Of course, some folks likes to wait till fall—but I dunno——"

I didn't either, but I knew something else. I had a live wire—speaking from a copy standpoint. He was one beautiful little sale-killer, if I am any judge. I sprung dry colors on him next.

"Oh, yes," he drawled. "No reason you can't mix as good as them fellows. They haven't got any cinch on the way to mix at the paint plants. Save you money, too."

And that rummy was supposed to be selling ready mix!

The next man was a change. It was a treat to talk to some one who knew his business, one who could rattle off prices instead of waddling back for a price card as my fat friend had done. The store wasn't such a much of a place, but what lack there was in appearances was made up for by salesmanship. He was a little old David Harum sort of a man, grey and withered, with kindly, shrewd, grey eyes, and took me in appraisingly and withal kindly over his steel-rimmed specs.

He put the reverse English on the talk of my foolish friend. He knew his paint, and was not afraid to share his knowledge, and he didn't do it apologetically either. There was a punch and a smack to his remarks that was a treat even to my cynical and calloused soul.

In reply to my query as to the advisability of using dry colors, he got busy with his logic, and showed me what a corpse of an idea I was nursing. "It's impossible, utterly impossible for you to mix as well or as cheaply as these people," and he tapped the can he held in his hand. "You can't even approximate the shade you wish, and they do it to a T. You must buy your lead and other articles in small quantities at retail prices; they buy it wholesale. There's cheapness and efficiency accounted for right off the bat. Also, lead has gone up; paint has not yet, but will soon, so you had better buy it to-day. Further, with hand mix you will have either too much or too little, which will finally result in waste; in ready mix you can buy as small a quantity as half a pint."

I was pop-eyed from admiration. I slipped in a feeler about painting in the fall.

"Wouldn't consider it at all," he said decisively. "Paint's going up. Better buy now."

"In this rainy weather " I queried, and then added, "And the flies, too?"

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The Fall is a Good Season for Painting

Surfaces Which Have Become Thoroughly Dried During the Summer Months are in Excellent Condition to Absorb Paint—Paint Means Protection from the Elements.

IF a customer entered your store tomorrow and asked you if the fall is a good time to do outside painting, would you be in a position to answer in the affirmative and to back up your assertion with facts which would convince him that you were right?

The question is one that is liable to be asked at any time from now until the snow flies. Every salesman should be thoroughly posted on the subject and be able to intelligently answer all questions that might be asked. He should also be able to convince the customer that buying paint is not an expenditure, but an investment. Paint demonstrates its value in many ways. It improves the appearance of the building or article in which it is used. It also increases the life and the value of the building or article. Paint is insurance against decay and depreciation from exposure to the sun and elements. One of the strongest, if not the strongest, arguments in favor of paint is its preservative qualities. If you are trying to sell a customer a bill of paint for fall painting you will find that some of the following arguments will help you in closing the sale:—

To obtain the maximum results, not only must the paint be considered, but the proper preparation of the surface over which it must be spread must be attended to, and the most seasonable time for its application must be taken into account.

The lumber or timber in any property is vastly more in need of a protecting coat of paint throughout the winter and early spring than at any other time of the year.

Melting snow, sleet, moisture and frost are driven into the crevices and pores by the heavy winds prevalent at these seasons. These seasons are characterized by a minimum of warmth and sunshine with which to thoroughly dry the timber when it becomes saturated with such moisture. The dampness of this sort is given the greatest opportunity to develop rot, fungi, and other disintegrating influences in the otherwise unprotected pores of the wood. The hard driving winds of these seasons are permitted to exercise their maximum abrasive influence upon these exposed surfaces.

A good coat of paint applied in the fall protects and repels all of these destructive elements.

No mechanic can prepare a surface better for painting than a summer sun, so far as removing moisture is concerned and drying up the natural saps of the tree. In the fall the lumber becomes thoroughly seasoned, the surface and body are completely dried and the pores of the wood thoroughly opened, rendering it absorbent and receptive to the preserving liquids of the paint. They are equally receptive to moisture, and if the preserving paint does not get there first, moisture will, with all its detrimental results.

Apparently there is a prize competition among lumbermen to break the speed record with which lumber can be driven through the dry kiln. The result is that lumber often lacks adequate curing; it may be rid of actual moisture, but the natural saps of the tree do not become cured. "Old Sol" seems alone capable of overcoming this difficulty, and always renders the best job. Until the repelling influences of these juices have been disposed of it is useless to apply paint with any idea of obtaining proper results. It is, therefore, prudence on the part of the builder to leave the painting of buildings erected in the spring or summer until fall.

There is as much logic in paint and painting as in any other science or industry. One thing leads to another, and the point made above leads to one equally as important from an economic viewpoint. Owing to the increased capacity of the wood cells to receive paint in the fall, the paint liquids are enabled thus to penetrate deeper, to fill the cells more completely and take a firmer grip on the wood. Naturally this increases is tenacity of hold, giving it the power to wear a great deal longer. It also increases the distance between the unfilled cells of the body of the wood and the



An excellent window display of paint arranged by H. C. Lavery, for J. T. Henderson, Niagara Falls, Ont. The miniature house was made of Beaver Board and measured 24 in. wide by 34 in. long and 33 in. high with veranda across the front. The body of the house was painted white trimmed with green. The floor of the window was covered with Dustbane to represent grass. The driveway was made of chicken grit to represent gravel. The window attracted considerable attention and made many sales.

disintegrating influences of the external elements.

Actual practice has produced the above deduction and has proved that fall painting gives better preservative results.

It has become an established thing for many people to accept spring as the painting season, and many dealers do nothing to persuade them that the fall is, in many respects, the logical time. They are content to make paint a one-season line more or less when they could spread it over other seasons and materially increase their yearly output. There are, of course, some retail hardware firms that push the fall paint trade to the limit and have worked up an annual fall paint trade of big proportions. It is not intended to imply that the hardwareman should endeavor to transfer his paint business from spring to fall. The spring campaign should be conducted just as vigorously as ever, but when the fall arrives, the work should be taken up with renewed vigor. With a great many dealers now, no special effort is made in the fall to get other than casual business in the paint department.

There are many house-owners who consider the question of painting their property each spring. They become half convinced, and then finally decide to "leave it for another year." These men could be "caught on the rebound" as it were by a fall campaign. A vigorous exploitation of the fact that the fall is an ideal time for painting would undoubtedly make customers out of a large percentage of them.

Last spring a great many people postponed painting owing to financial conditions. It may be that they will undertake the work this fall. At any rate, they are worth going after, and retail hardwaremen should push paints vigorously during the next two months.



In almost every paint window display it is advisable to show a selection of brushes. Above is shown a tasty background of paint and varnish brushes.

PRESENTATION.

The staff of the Ontario Division of the Martin-Senour Co. presented a handsomely mounted umbrella to A. T. Black, who has been promoted to the advertising department of the company, at Montreal. Mr. Black represented the company in Eastern Ontario, and his promotion is a reward for faithful service. Mr. Black is a well known hardwareman, who for many years before joining the staff of the Martin-Senour Co., was associated with hardware firms at London and Guelph, Ont.



An excellent window display of painting materials. The display was arranged to appeal to those interested in fall painting and many ideas for a fall window trim can be gleaned from this display.

An Attractive Paint Department the Year Round

Paint an All-year-round Seller, and the Department Should Always be in Tip-top Shape—A Model Department—Paint can be Sold during Winter Months.

NOT many years ago paint was considered a commodity which sold largely in the spring, but was more or less of a dead one during other seasons of the year. There were few merchants who did a fair all year round business, but they were not nearly as numerous as they are to-day. Times and methods of doing business have changed greatly during the past decade and although we still have a few of the one-season paint retailers with us, they are now greatly in the minority.

In some towns and cities a fair business is done in paints the year round. This condition has been brought about largely by the retailers themselves. If paint is put in the background during the quiet season of the year, the chances are that it will not be much in demand. If, on the other hand, paint is kept well to the front, and the proprietor and clerks are alive to the opportunities existing, they will in all probability do a nice share of business.

The accompanying illustration shows the paint department of a hardware firm located in an Ontario city. This department is kept in tip-top shape the year round. Everything has a place and everything is in its place. Paint display racks, cards, etc., are always ready to show to customers. The stock is not as heavy during the dull seasons as at other times of the year, but there is always a sufficient quantity of each line on hand to meet requirements. This firm does a large paint trade. Spring business, of course, is extremely heavy, but there is also a good demand during other seasons of the year. Even in the dead of winter, some lines of paint are always moving. This desirable state has been brought about by the business-like methods of the firm in question. They are always after business, and do not believe that paint is a one or two season commodity. They are not alone in their contentions. There are many Canadian hardware firms doing a good all-year round paint trade. Hardware and Metal representatives meet them in all parts of Canada.

There is no good reason why a large amount of paint and varnish for inside work should not be sold during the coldest winter months. The late fall is also a splendid season for selling interior finishes. Homes can be made more attractive and cosy for the winter by having the interior suitably decorated. If your paint department has been a dead one during the fall and winter of past years why not try and make it a profit-making proposition during the coming fall and winter months?



Paint department in an Ontario store. This department is kept in first-class shape the year round. From left to right, Arrow No. 1 points to special counter for showing paint and varnish brushes; Arrow No. 2 draws attention to the neat manner in which the stock is faced-up; Arrow No. 3 points to a silent salesman used in season for featuring paint specialties such as enamels, bronzes, etc.

What is a Moratorium? A Live Question Just Now

There is No Moratorium in Canada and None Likely—Government Merely Taking Precautionery Measures to Bring About a Moratorium in Case Future Events Should Make it Necessary.

TECHNICALLY a moratorium is a period during which a debtor has a legal right to delay meeting an obligation. A limited moratorium was proclaimed in Great Britain on the 3rd of August last, but it related only to the postponement of payment of certain bills of exchange. It did not relate to the payment of wages, the payment of grocers' accounts or any ordinary obligation. Much mischief has been done in Canada by references to the subject, or to the probability of a moratorium being declared in Canada, which has created the impression that debtors are not required to pay their debts. As yet the Canadian Government has not taken power to declare a moratorium. It is proposed to pass an act which will give the Government power to declare a moratorium if the circumstances warrant. It is, however, only a precautionary measure. At the present time there is absolutely no occasion for the declaration of a moratorium. As far as we can learn business is moving satisfactorily in view of the extraordinary conditions that prevail, and the result of a moratorium would only be to make matters worse.

In our opinion the Government has acted very wisely in having legislation prepared which will give it power to handle a panic if the British forces in the field or on the sea should meet with a serious reverse. That difficulty can be met, however, when it arises. At the moment the outlook is extremely bright, not only for the success of British arms, but also for the absence of any further stress and strain on the commercial system in Canada other than already experienced. We append herewith a copy of the Act of the British Parliament which gives the Government power to proclaim a postponement of payment of certain bills of exchange for a limited period and which is usually known as a moratorium.

"POSTPONEMENT OF PAYMENT ACT 1914."

1. His Majesty may by proclamation authorize the postponement of the payment of any bill of exchange or of any negotiable instrument or any other payment in pursuance of any contract to such extent, for such time, and subject to such conditions or other provisions as may be specified in the proclamation.

2. No additional stamp duty shall be payable in respect of any instrument as a consequence of any postponement of payment in pursuance of a proclamation under this act, unless the proclamation otherwise directs.

3. Any such proclamation may be varied, extended or revoked by any subsequent proclamation, and separate proclamations may be made dealing with separate subjects.

4. The proclamation dated the 3rd of August nineteen hundred and fourteen, relating to the postponement of payment of certain bills of exchange is hereby confirmed and shall be deemed to have been made under this act.

BRITISH PROCLAMATION.

Whereas in view of the critical situation in Europe and the financial conditions caused thereby it is expedient that the payment of certain bills of exchange should be postponed as appears in this proclamation. Now, therefore, we have thought it fit by and with the advice of our privy council to issue this our royal proclamation and we do hereby proclaim, direct and ordain as follows:

If on the presentation for payment of a bill of exchange, other than a cheque or bill on demand which has been accepted before the beginning of the fourth day of August, nineteen hundred and fourteen, the acceptor reaccepts the bill by a declaration on the face of the bill in the form set out hereunder, the bill shall for all purposes, including the liability of any drawer or endorser or any other party thereto be deemed to be due and be payable on a date one calendar month after the date of its original maturity and to be a bill for the original amount thereof increased by the amount of interest thereon calculated from the date of reacceptance to the new date of payment at the Bank of England rate current on the date of the reacceptance of the bill.

The form of reacceptance requires that across the bill be endorsed the words "Reacceptance under proclamation for £————." Whatever the sum may be.

The Canadian Government propose to pass a law enabling them to declare a moratorium, but if they have recourse to that law, which is a somewhat remote possibility, the proclamation will state specifically to what class of payment it will apply.

Bright Spots

(London Financier and Bullionist, Aug. 4, 1914.)

Presently it may appear that dark as the European situation is, there may be bright spots elsewhere, and these mainly in the far-flung Dominions and Dependencies of the British Empire. They, like the United States, are feeling the shock of Europe's financial stress at the moment, but there seems no reason to apprehend that their ever-expanding activities will be checked. On the contrary, they and America—which is quite outside the sphere of Europe's great war—may positively benefit by the development of their natural resources while the trade and industry of the European Continent are brought to a standstill and the desolation of land areas induce the horrors of famine. The fertile soil of Canada will yield abundantly, and the manifold other sources of wealth in the Dominion will still be available without let or hindrance. Her mines and those of South Africa and Australasia will still be producing, India will continue to yield a surplus of grain for exportation to the United Kingdom, and the Empire's plantation interests will remain in being. Why, then, should the investor in Imperial securities waver in confidence? He is in an enviable position compared with the investor on the Continent, where destruction, not production, is now the law of life. It is true that such Imperial securities as Canadas have had a nasty slump, but why have they fallen? Largely because there has been panicky selling by Continental holders, who have found them easier to realize on than European securities on the eve of a war that means chaos. But Bourse panics in Europe do not affect intrinsic conditions in Greater Britain, where no such calamity impends as now threatens ot davastate the Continent. When the situation that has come to pass is seen in true focus, British investors in the oversea Dominions of the Empire may well see cause for thankfulness, and, whatever else may happen as the result of the awful conflict now begun,, it is extremely likely that when Continental nations are bled to the white by exhaustion, there may be an unexampled increase in immigration to Greater Britain, where the victims of militarism may find peace, security and prosperity under the all-embracing folds of the British flag.

Donald McIvor, sales manager of the G. F. Stephens Co., Winnipeg, Man., recently motored back from the Detroit Lakes, where he had spent his vacation.



What Other Hardwaremen Do

Selling Small Goods—Tara's Harp—Why Many Fail in Business —Taking Cash Discounts—Distributing Tags.

SELLING SMALL GOODS.

Some time ago the Tourtellot Hardware Co., Port Arthur, Ont., decided to introduce racks into their store to attract as much business as possible for small articles selling from a nickel to half a dollar. They designed one of their own, the divisions in which were adjustable, so as to be able to accommodate any size article. The space underneath was also cut up into compartments for carrying larger goods, such as clothes lines, sad irons, etc. Since placing this rack near the entrance to the store, their business in such things as paint brushes, nail brushes, mouse traps, harness rings, egg beaters, balls of twine, paring knives, has more than trebled. There are a hundred and one things in a hardware store whose sale could be trebled by taking them from shelves, and placing them before a customer's eyes in racks such as this.

The Tourtellot Hardware Co. are making a big bid for the ladies' trade, and for that reason they will shortly double the size of their store, taking in the store next door, which will give them plenty of room, and a big display window. Lots of people think that women do not patronize the hardware store for their own requirements, but the Tourtellot Hardware Co. believe there's a great deal she can buy, if they can only get her inside. They have the bait set for her in the shape of these racks.

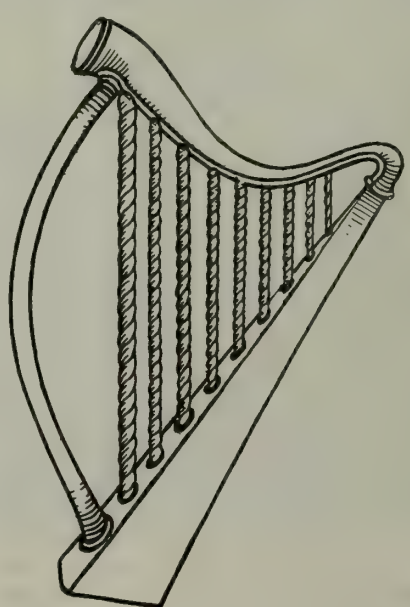
TARA'S HARP.

It is seldom that a window attraction can be arranged which will not only be absolutely novel, but at the same time will retain that novelty almost entirely to the lines which it is desired to display; the trouble with a new idea in displays is that in most cases the idea predominates to the extent that it proves a distraction to the goods themselves. Then if we can find an arrangement that has the first desirability of being out of the rut and at the same time makes a practical display of the goods themselves and can couple with these important essentials that other important factor with the average retailer—cheapness—then we have a window attraction that will appeal to many merchants.

Buy to get away from the generalities, the foregoing comment applies to a window seen a few days ago in Stratford at the store of Myers & Sons. In the centre of a seasonable display of miscellaneous hardware was a large frame constructed in the shape of a harp and gilded into a representation of the musical instrument which has in song made the halls of Tara famous.

The strings of the harp were of strands of twine and rope of various sizes arranged in varying sizes much as the wires are on the real instrument. The short ones were of fine cord, and then there was a range including builders' cord, binder twine, clothes lines, etc.

The display was one which at once attracted attention—it had the novelty which attracts; the whole idea was merely a roughly-made frame of harp shape which could be made at small expense, and the strong feature was that the harp, which provided the novelty, at the same time emphasized rather than detracted from the showing of cord and twine, and the latter at a glance could be studied in relation to each other with the contrasting sizes and materials brought into strong relief.



Rough sketch of harp used by Stratford firm for displaying rope, twine, etc.

TAKING DISCOUNTS.

A retailer in Eastern Ontario, who always takes his cash discounts, drew attention to the fact that a great many retail merchants were inclined to overlook the importance of taking cash discounts. Quite a number of firms are now selling goods on a 2 per cent. ten days' or sixty days' net basis.

Have you studied this? It means that the seller is willing to pay 2 per cent. for the use of the money for fifty days. By the year this means 14.6 per cent. The merchant who does not take every one of these discounts that he possibly can is needlessly wasting money. "Two off in ten" means nearly 15 per cent. the year. Are you going to lose it or make it?

DISTRIBUTING TAGS.

"Magee's, The Lucky Hardware," 191 Danforth Avenue, Toronto, distributes a large number of red tags in the vicinity where their store is located. The tags were about the size of an ordinary shipping tag. One side of the tag is reproduced herewith. The other side shows a list of seasonable hardware lines on which prices are quoted.

When customers return the tags they are allowed a rebate of 10 per cent. on all purchases of one dollar or over. Mr. Magee told a representative of Hardware and Metal that he secured many new customers as a result of this advertising scheme.



Style of tags distributed by "Magee's Lucky Hardware" in the Danforth district, Toronto.

GETTING RESULTS.

Many retail hardware dealers find their advertising outlay too large for results attained, says an American paper. When asked to give his opinion upon the matter a successful dealer stated that too many dealers advertise articles out of season. He believes that when a firm becomes well known, all advertisements which are expected to give results, must be specific. That is, must attractively describe some particular article or articles. This dealer starts his advertising campaigns of seasonable articles a little ahead of time. He does not believe that late advertisements of seasonable goods are profitable. If running expenses are to be lowered advertising campaigns must be directed with judgment. One dealer says he cut down on his newspaper advertising, and increased his efforts toward perfecting window display. His present system of window display brings him increasing numbers of customers. Very little expense, save the cost of labor, is attached to such displays. He is strong for this method of advertising goods.

CLAIMS FOR DAMAGED GOODS.

(Continued from page 152.)

fairness the consignor should not be expected to stand the loss resulting from goods arriving broken or otherwise damaged; yet in almost every instance claim is made on him for free replacement of the broken article, or for repairs for it, or for the value of the goods, and often for the transportation charges and other expenses as well.

Most large firms freely offer their customers the services of their claims department to assist them in instituting and prosecuting claims of this nature. But unless the consignee acts promptly, following the procedure outlined above and putting the documents with all particulars in the hands of the consignor, and requesting him to enter claim in his behalf, his chances of recovering from the carrier are meagre.

Where damage is discovered before the shipment is signed for, same should be noted by the agent on the receipt, if the consignee desires possession of the balance of the shipment.

In the event of the shipper instructing the return to him of any goods, they should be packed carefully and shipped with the same promptness that an order from a customer would receive, and the shipping bill mailed to the consignee, together with a description of the goods.

Goods should not be returned until the consignee has received authority from the shipper to do so. Otherwise they are likely to be refused, because the original shipper will note the reason for their return. If these instructions are carefully followed, a large part of the usual difficulties should be done away with.

Why Many Fail in Business

Because They Figure Their Profits Incorrectly

THE RIGHT WAY

EXAMPLE:

Expense of doing business is 25%
(Figured on Gross Sales, *i.e.*, selling price.)
It is desired to make a profit of 10%
(*Must* be figured on selling price.)
Cost of an article is $2.00

Find the SELLING Price

SOLUTION:

Selling price = Expense (Rent, Light, Heat, Wages, Advertising, Insurance, Freight, Express; Delivery Charges, Telephone, Int. on Capital Invested, Depreciation of Stock, Bad Debts, Extraordinary Expense) + Profit + Cost

100% . . . equals . . Selling Price

35% . . . equals . . Expense 25% + Profit 10%

65% (of selling price) equals . . . . . Cost

$2.00 will be 65% of selling price

Divide $2.00 by .65 equals $3.08

ANSWER:

Selling Price should be made $3.08

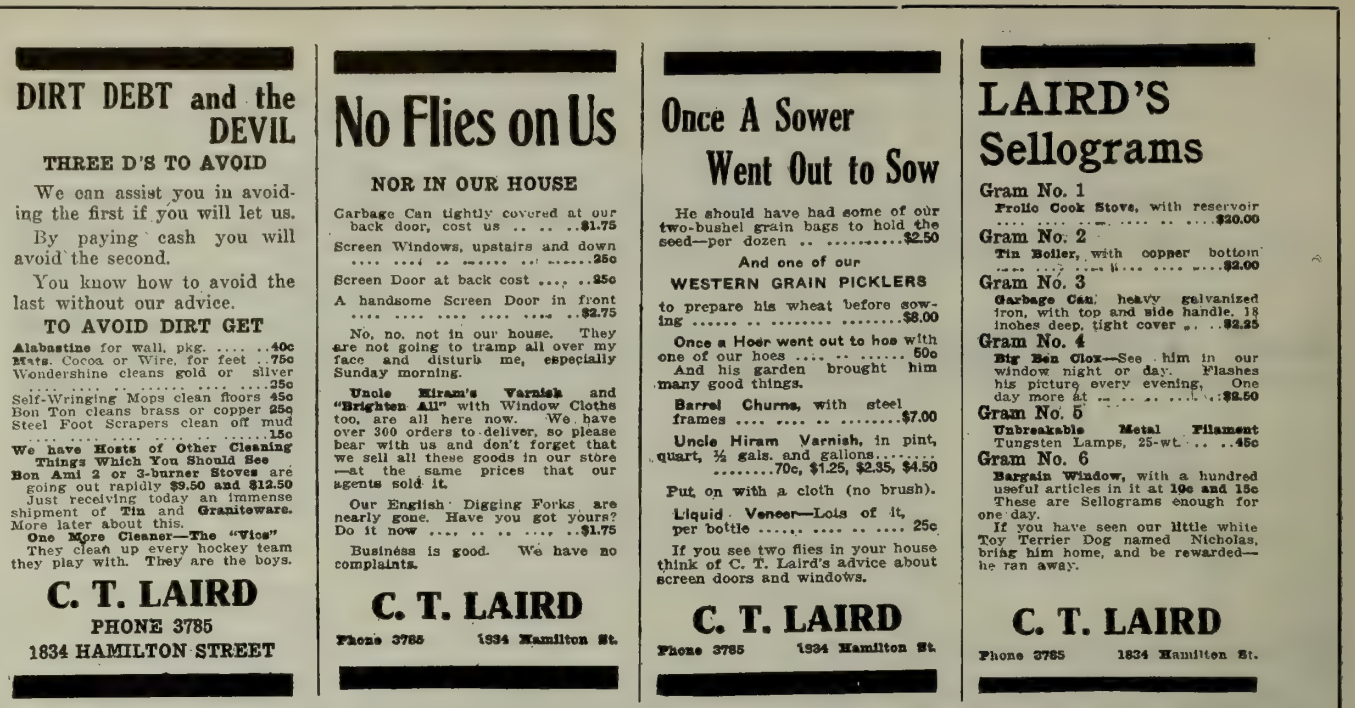
PROOF:

Expense	25% of $3.08	equals . .	$ .77
Profit	10% of 3.08	equals . .	.31
Cost	65% of 3.08	equals . .	2.00
Selling Price	100%	equals . .	$3.08

THE WRONG WAY

Figuring it as 25% plus 10%, or $2.70
which is *less* than Cost . . . . $2.00 + *plus* Expense . . . . .77 = $2.77

THAT'S WHY THEY FAIL



Recent newspaper advertisements of C. T. Laird. The ads were prepared by A. W. Humphries and occupied single-column space by six inches long.

Retail Hardware Advertising in Small Space

Original Advertisements of C. T. Laird, Regina, Attracts Much Attention—Small Space used Regularly Without Cuts—Seasonable Goods always Featured.

TO make his hardware advertisement as entertaining as a comic supplement, so that people look for it every night—is what A. W. Humphries, of Regina, Sask., has succeeded in doing, and it rarely exceeds one column six inches. It is so small you might miss it when glancing over the newspaper, but it is original, after once seeing it, you would read it every night.

A. W. Humphries should be well known throughout Ontario. He was one of the founders of the Ontario Retail Hardware Dealers' Association, and used to run a hardware store in Parkhill, Ont. He is now manager of the business run by C. T. Laird, 1834 Hamilton street, Regina.

Mr. Laird had been advertising in the Regina papers for many years, and results were so hard to see, he got the idea that advertising did not pay. When Mr. Humphries came along, he asked for two or three days' trial to prove that advertising did pay. He got a rather expensive place on the back page of the Regina Leader, insisted on having a 10-point rule, top and bottom, and said what he wanted to say in between, using cuts only rarely. The direct results from these six inches have been startling, and A. W. Humphries will not have his ad moved a hair's breadth. The paper has tried all kinds of ways to switch him around, but he insists on that one position or none, and Mr. Laird is quite ready to back him up.

Ad. in One Place.

The reason for keeping this six-inch ad. in one place is that many of the readers of the Regina Leader cast their eye there automatically every night, just to see what Laird's have to say to-day. One day it was moved two columns to the right, and customers in the store remarked, "I see you've stopped advertising." It was thought advisable to move it back, and to keep it quite still. It cost 56c an inch under the present contract price, which will be raised by the proprietors of the paper to 84c. when the contract expires. A six-inch ad. costs $3.36 a day, but will cost $5.04 later.

The secret of Mr. Humphries' success is in talking to people through his ad. in a kindly, cheery, manner, as he would over the counter. At times it sounds impertinent almost, but out West it gets the business. Mr. Humphries used to advertise in Ontario, but never in the manner he does in Regina. Competition is keener there, and a merchant requires to be aggressive, and to adopt a method like this to distinguish himself from others. So effective is this advertising, when Hardware and Metal's representative visited the city of Regina, it was one of the things he first heard about.

Personal Talks.

Notice how personal are Mr. Humphries' talks. "The sound of the lawn mower will soon be heard in the land. Will it be your mower? Have you got a mower yet? Well, why don't you get it now and not wait until the grass is a foot high. A good one for $5.50." Then again, "Screen doors are being hung daily. For goodness sake do keep the buzzers out of your house."

This ad. appeared in the morning paper on May 21. It was headed in fairly big type:

Ladies' hoes, for flower gardens...50c
Men's hoes, for real work 75c
Lawn hose .....15c foot.

and so on, later introducing lawn mowers as shown above. It is strikingly original. On this particular morning, a representative of Hardware and Metal was in the store. He noticed a lady, who asked for lawn hose. She bought 20 feet of it. Then she asked to see the lawn mowers advertised in the paper. She bought a good one, her order amounting to twenty dollars. This was a direct result of Mr. Humphries' advertising.

One day Mr. Laird lost his dog. He advertised in the regular way through the Lost and Found column. He was not successful. Mr. Humphries believed he could find him, and lo! the next day, this appeared at the foot of Laird's advertisement: If you have seen our little white toy terrier dog named Nicholas, bring him home, and be rewarded—he ran away." The ad. was effective. There is a limit to originality in advertising, but it is far

better to be original than to publish the dry-as-dust stuff so commonly seen in newspapers.

Here are some of those human touches one finds when looking over one or two of Mr. Humphries' best efforts. "Ranges are going out daily. What's the reason? Guess. Somebody starting housekeeping, maybe." "And for goodness sake watch those flies, and don't let two into your house. Get a tight-fitting covered garbage can." "Once a sower went out to sow. He should have had some of our two-bushel grain bags to hold the seed—per doz. $2.50. Once a hoer went out to hoe, with one of our hoes, 50c."

How's this for over-the-counter-talk advertising? "Four ranges went on Saturday, and fourteen came in—strange, is it not? Why do people buy them? We'll tell you why. They have such a good reputation, when one is sold in a neighborhood, everybody wants one—see?" In an ad. for garbage cans, screen doors and windows, he says about flies:—"No, no, not in our house. They are not going to tramp all over my face and disturb me, especially Sunday morning."

At the entrance to the store is Mr. Humphries' desk, a low one, at which customers are tempted to stand and wait until a clerk approaches. On this Mr. Humphries places one or two articles that are not well known, to which he attached tags. A little aluminum article bears this message: "And what do you do with this? Show me." Another tag has the following: "Now what in the world is this for? Ask." They arouse curiosity, and often sell the goods.

The windows are not neglected. The accompanying picture shows one dressed by Norman Little, the Laird bookkeeper, which won a second prize of ten dollars during the horse show in May.

A full description and picture of the well-equipped interior of the Laird store appeared in the issue of Hardware and Metal, of May 9.

CURTAILING OPERATIONS.

Cleveland, Ohio, Aug. 20.—The Iron Trade Review to-day says:—With shipments suddenly terminated by the war, English consumers of steel products who have been dependent upon Belgium and Germany for their requirements now are turning to American mills to meet their needs. Steel manufacturers are receiving numerous inquiries for finished materials, rolling billets, skelp and wire rods for shipment to England, and one lot of 10,000 tons of billets is nearing the closing stage. The demand for steel bars from the Pacific Coast is surprisingly heavy, and New England consumers, whose supply from Belgian mills has been cut off, are placing orders for their immediate needs with American producers. Inquiries for steel also are being received from South America and Japan, although none has yet been converted into orders. The passage of the shipping bill will relieve the tensity of export trade situation to some extent, although the available bottoms will continue to restrict shipments.

The uncertainty of the situation has developed an attitude of conservatism on the part of both steel producers and consumers, and the almost complete stoppage of exports has resulted in the curtailment of operations in plants engaged in the manufacturing of machinery and equipment.



The hardware firm of C. T. Laird, Regina, make good use of their show window. The above window display of tools was arranged by Norman Little and secured second prize ($10) in a contest conducted during horse show week at Regina. A close study of the window will show that the trimmer exhibited good taste in arranging the display. One corner of the window space is devoted to the display of goods such as clippers, whips, bits, snaps, etc., in which the horseman is interested. The balance of the display shows tools for mechanics in the various trades. The display is not overcrowded, although a large range of tools is shown. A number of show cards were used with good effect.

Canada and the War: Possible Losses and Compensations

A London View

By Leonard J. Reid, M.A.

LONDON, August 4th.—The calamity that has befallen the Continent of Europe is the first really first-class European war since the Franco-German war forty-five years ago. During those forty-five years the most drastic changes have taken place in the economic aspect of the civilized world. The bonds of commerce and finance have been so inextricably interwoven, the delicate fabric of international credit so elaborately built up, that no man is bold enough to prophesy the real effects upon the civilized world of the vast conflict that it has passed the power of diplomacy to prevent. Boundaries are no longer geographical merely; the effects of war cannot be circumscribed. The complexity of modern conditions, and the utter uncertainty of the outlook has been the most potent factor in causing the financial panic, that has convulsed the world's money centres. That the complex nature of international ties is not fully grasped, is clearly shown by the comments that one hears to-day even in well-educated circles. "Well, at any rate," I heard an American visitor say the other day, "the American continent is well out of all this." "Yes," said another — a European merchant — "I should like to transfer my business to Canada or Australia; I should be all right there." Politically and geographically speaking these countries are far enough away, but none of them can escape for one moment the effects of a European Armageddon. It is worth while to pause a moment to consider in the light of hard facts and figures how Canada will stand, and to attempt a rough estimate of what she stands to lose and to gain. In one direction she will certainly lose, but will she not gain in another direction as much, or more? It is worth going into some detail to attempt an answer to so vital a question.

In my argument I propose to leave aside the ultimate effects of the strengthening or weakening of British power and prestige. No man can foresee the future in this respect. I will attempt only to face the immediate prospect, and it will be well to look first at the unpleasant side of the account. The ability to secure a ready flow of capital from abroad is indisputably of the highest importance to a rapidly developing country like Canada. In each of the past few years Canada has been the largest individual borrower on the London market, not only through the Dominion and State Governments, but also for industrial purposes. Recent figures of Canadian borrowing, to which attention has frequently been drawn in the columns of The Financial Post, may be recalled:—

Whole year, 1911, £41,214,700.
Whole year, 1912, £46,893,000.
Whole year, 1913, £44,119,000.
1st 6 month, 1914, £38,770,600.

The figures given are those compiled by the Economist from the records of issues publicly made in London. Over and above these totals there are, of course, a large number of private issues, and the figures by no means represent the whole of the British capital that is poured every year into Canada to the mutual benefit of the older and the newer country. A great European conflict must necessarily drain the capital into other channels, though not perhaps dry up the source. And that the restriction should come at a moment when, as the above figures show, Canada is making heavier demands than ever upon London to finance her development, must be a serious blow to the Dominion. The loss on this ground cannot be doubted.

Now, let us turn to the trade aspect of the situation. The total value of Canada's trade with the countries involved in the war, or with countries with whom trade is likely to be prohibited by the dangers of war, may be given roughly as follows:—

Canada's Trade in 1913.

	Imports from	Exports to
Russia	£ 189,979	£ 440,965
Germany	2,921,879	699,381
Holland	639,186	563,574
Belgium	826,370	988,516
France	3,161,396	527,169
Italy	352,237	124,509
Austria-Hungary	349,533	31,778
	£9,180,580	£3,377,892

The quantity of trade involved, though important, is not immense. At the moment of writing cargoes across the Atlantic cannot be insured, but it would be mere panic to suppose that the cross-Atlantic trade will cease throughout the war. The panic of the moment has passed and confidence is felt in the ability of the all-powerful British fleet to protect her commerce. There should, therefore, be no very great fear as to the trade between Canada and the United Kingdom (to whom she exported £28,502,216 worth of goods in 1913). Moreover, in the case of agricultural exports, Canada should send us a great deal more—provided she is blessed with good harvests—to replace the United war area. Further, if insurance rates for such traffic become prohibitive, it can hardly be doubted that the British Government would itself effect the insurance of such merchandise carried in British bottoms.

What then are the United Kingdom's agricultural imports from what we may define roughly the "war area" — i.e. those countries whose cereal exports must cease, or practically cease, owing to home requirements or the danger of trade routes? What will the deficiency be that Canada, granted a good enough harvest, may help to supply? The "war area" is very comprehensive and embraces the finest wheat growing districts in Europe. Thus the figures will be seen to be important:—

United Kingdom Cereal Imports from the "War Area" in 1912.

From	Wheat, cwt.	Oats, cwt.	Barley and Rye, cwt.	Maize, cwt.
Germany	831,000	2,009,000	848,000	.....
Austria-Hungary	161,000	.....	216,000	.....
Russia	9,007,000	3,305,000	4,090,000	2,621,000
France	559,000	.....	18,000	.....
Roumania	784,000	18,000	1,732,000	4,231,000
	11,342,000	5,332,000	6,904,000	6,852,000

With the direction of her foreign trade altered by the war, Canada will, with other countries, help to supply these losses. It is instructive to see how Canada stands in normal times with regard to other great cereal exporting countries, whose direction of foreign trade will also be changed, and who will therefore have a surplus available for sending to the United Kingdom, if facilities and safety are assured. In 1912 the position stood as follows:—

	Wheat, cwt.	Oats, cwt.	Barley and Rye, cwt.	Maize, cwt.
Canada	27,112,000	1,963,000	450,000	57,000
U. S. A.	25,825,000	2,161,000	850,000	4,368,000
British India	25,397,000	.....	6,497,000	1,759,000
Argentine	18,923,000	7,657,000	.....	28,796,000
Australia	12,868,000	.....	.....	.....

(Continued on page 168.)

Current News

Death of H. W. Anthes.

Toronto, Ont.—H. W. Anthes, managing director and secretary-treasurer of the Anthes Foundry, Ltd., of Toronto and Winnipeg, died suddenly at his island, Georgian Bay, on Saturday last. The deceased was in his sixty-fourth year.

To Add Hardware and Furniture.

Weyburn, Sask.—F. W. Smith, who is running a department store here, has announced his intention of erecting a new store, 58 x 120 ft., two storeys high, before next Spring. When this is completed, hardware and furniture departments will be added.

Annual Picnic.

The seventh annual picnic of the Jas. Stewart Mfg. Co., Woodstock, was held on August 17. A special feature of the picnic was the presentation of a Pennant, Jr., range, which was given to the holder of the lucky admission ticket. The various sport events were keenly contested.

Fire Losses.

Fire damaged the plant of J. H. McComb, Ltd., Montreal, roofing manufacturers, a few days ago. The fire was pretty well confined to the raw materials and was fully covered by insurance. A temporary warehouse and office have been opened at 82 Shannon Street, where it is stated all orders will be promptly filled.

Ontario Incorporations.

National Copper Co., Ltd., capitalized at $1,000,000, head office, Toronto.

Fairgreave Metal and Stamping Co., Ltd., capitalized at $75,000, head office, Toronto, Ont.

South American Products, Ltd., head office, Hamilton, capitalized at $40,000, to manufacture, refine and deal in wax, gum, resins, fibres, etc.

Reid & Brown Structural Steel and Iron Co., capitalized at $100,000, head office, Toronto, to acquire the business now carried on by Margaret Reid.

The Maple Leaf Bedding Co., Ltd., capitalized at $40,000, head office, Galt, Ont., to manufacture and deal in beds, hammocks, hammock frames, etc.

The Niagara Spanish Aerocar Co., Ltd., capitalized at $110,000, head office, Niagara Falls, Ont., to manufacture and deal in aerial conveyances of all kinds.

Canadian Coil Co., capitalized at $40,000, head office, Walkerville, Ont., to manufacture spark and ignition coils and other electrical goods.

Best Weatherstrip Co., Ltd., capitalized at $40,000, head office, Hamilton, to manufacture and deal in window and door screens, ventilators, weatherstrips, etc.

Victoria Foundry Co., Ltd., capitalized at $150,000, head office, Ottawa, to carry on the business of foundrymen and machinists, and deal in and manufacture all kinds of metal products.

The W. R. Krafft Co., Ltd., capitalized at $100,000, head office, Bridgeburg, to carry on a wholesale and retail business in drygoods, hardware, groceries and other lines.

Dominion Incorporations.

Caloroxide Corporation, Ltd., capitalized at $50,000, head office, Morrisburg, Ont., to manufacture and deal in chemicals, chemical compounds, improvements for treating of fuel, for increasing combustion, etc.

Personals.

Three members of the staff of Lewis Brothers, Montreal, have enlisted for active service, and will go to the front. They are Mr. Randall, who has joined the Grenadiers; Mr. Dubrule, with the 65th, and Mr. McIntyre, with the 5th Royal Highlanders.

Friends in the hardware trade throughout Canada will be interested in knowing that two members of that branch in St. John, N. B., Colonel James L. McAvity and Captain H. E. C. Sturdee, are actively engaged in the defence of the land. The former is raising the strength of his regiment, the 62nd Fusiliers to war establishment, while the other has been appointed to command the picked company of infantry to go from St. John for the overseas service. Both are well known to the trade. Col. McAvity is proprietor of the McLean, Holt Co., manufacturers of general railway equipment, ranges, castings, stoves, etc., while Capt. Sturdee has been employed as bookkeeper in the office for some time.

Western Notes

F. A. Ardagh, Western representative of the Yale & Towne Mfg. Co., has returned to Winnipeg from a trip to the Coast.

M. P. Barnes, the Miller-Morse traveler in Northern Manitoba, was in the capital last week.

J. B. Bailey, of the sales dept. of the G. F. Stephens Co., has gone to Toronto and other Eastern points via St. Paul and Chicago.

A. C. Beaudry, Bernard Siding, Man., H. Bronstone, Niverville, Man., and Walter Seed, Stonewall, Man., were visitors in Winnipeg last week.

Hamilton Byers, manager of the J. H. Ashdown Hardware Co.'s store, Winnipeg, has recovered from his illness.

Exclusive Advertising Service.

Manufacturers who advertise in the Trade and Technical press will be interested to learn that there is now in Canada an advertising and sales service devoted almost exclusively to their interests.

Richard G. Langrill, a practical advertising man of over 12 years' active experience and who is thoroughly familiar with the Trade and Technical press and its advertising requirements, is head of the concern which is known as the Richard G. Langrill, Advertising and Sales Service, with offices in the Dineen Building, Toronto.

Practically all of the efforts of the firm are devoted to the handling of trade and technical accounts. Not only do they plan and write copy for advertisements but, also, for most clients, compile and superintend the printing of all literature and catalogs. In nearly all cases this work is part of a general sales and advertising plan worked out in colaboration with the client, and which takes care of all merchandising as well as publicity. They undertake, however, any part of the work seperately. Here is the concern's own definition of its business: "R. G. L. Service embraces all phases of advertising and sales promotion from counsel regarding plans and mediums to the preparation and direction of complete campaigns."

Mr. Langrill prepares copy for many of the large advertisers using Hardware and Metal.

HARDWARE LETTER BOX



Recessed Couplings.

R. T. Holman, Ltd., Summerside, P.E. I.—Kindly furnish us with the names of makers of recessed couplings and oblige.

Fittings, Ltd., Oshawa; The Crane Co., Chicago.—Ed.

Copper Fertilizers.

A. M. Bell & Co., Halifax.—Kindly give us names of makers of copper fruit sterilizers.

The Fletcher Mfg. Co., Toronto.—Ed.

Dish Washing Machines.

McKinnon, Ltd., Weyburn, Sask. — Kindly give us names of makers of dish-washing machines.

In addition to the names given in a former issue, the following firms manufacture dish-washing machines: McClary Mfg. Co., London, and Gurney Foundry Co., Toronto.

Tank Heaters.

Reynolds & Jackson, Calgary, Alta.—Kindly give us names of makers of tank heaters:—

Gurney Foundry Co., Ltd., Toronto.

Steel and Radiation Co., Ltd., Toronto.

Warden King, Ltd., Montreal and Toronto.

Taylor-Forbes Co., Ltd., Montreal, Toronto and Guelph.

Asbestos Shingles.

John Winger, Selkirk, Ont.—Kindly give names of makers of asbestos slate shingles.

Asbestos Mfg. Co., Montreal.

Canadian H. W. Johns Manville Co., Toronto.—Ed.

Charcoal.

The Marks-Claret Dobie Co., Ltd., Port Arthur.—Kindly give names of charcoal manufacturers whose plants are excisable for boat delivery.

Standard Chemical Iron and Lumber Co., Toronto; Canadian Charcoal Co., Toronto; Dominion Charcoal Co., Toronto; Charcoal Supply Co., Toronto.

Crowbars.

La Compagnie Martineau, Quebec, Que.—Please give names of makers of crowbars.

Taylor-Forbes Co., Guelph; Jas. Smart Mfg. Co., Brockville, Ont.

Electric Buggy Lamps.

Aiken Bros., Allenford, Ont.—Can you tell us where we can procure electric buggy lamps for using dry cells?

Canadian H. W. Johns Manville Co., Toronto.—Ed.

The Silver-Plated Ware Situation

An Interview with a Manufacturer

OWING to the advance in price of such a large proportion of Hardware lines, HARDWARE AND METAL has deemed it advisable to investigate for the benefit of its readers some of the causes leading to this condition.

The investigation has shown beyond a doubt that it has been no inordinate desire for sudden riches but the stern necessity of circumstances over which they had no control that has caused our manufacturers and jobbers to raise their prices.

The absolute lack of some articles, the necessity of seeking new and more costly sources of supply has caused first costs to be advanced all round to our manufacturers so that he must, in order to exit, raise the cost of the finished product.

In the case of imported goods the re-insurance alone frequently goes as high as ten per cent. unless accompanied by a corresponding raise to the retailer and to the public, must wipe out all profit.

Leaving generalities for particular cases, the experience of The Toronto Silver Plate Co. may be taken as a typical one. E. G. Gooderham, President of that Company, who are now affiliated with the Canadian Rogers Co. says:

We are Silversmiths and large manufacturers of all kinds of Plated Ware, in the case of the latter we use a large variety of articles both in the plating and finishing processes. Nearly all these articles have advanced tremendously, each day brings its flock of advances either either on a class of articles hitherto unaffected or fresh advances on something that may have been advancing day by day. In hope of finding some lower price we have tried many sources of supply but the reply is always the same. To cite a few cases—

Caustic Potash of which we use a considerable quantity and which comes largely from Germany, has advanced over one hundred per cent. and we are quoted prices on that basis but with the proviso that they are subject to immediate acceptance. Some firms refuse to quote and there you are. Here is a typical notice from a large glass firm in the States:—

"Owing to the rapid advance in the price of materials due to the European War, we are forced to advise you that on and after this date, all prices will be subject to change without notice."

Glass blanks have been largely supplied by Belgium and Austria so that our present source of supply is the States.

Here is the ending of a typical letter on glass blanks advances:—

"These advances are subject to further change without notice and only such orders will be accepted as bear positive shipping dates."

Cyanide of Potassium is another of our German purchases. We are practically told that we cannot get this at all. However, we will get it somehow but will have to pay through the nose for it without a doubt.

Antimony, which largely comes from England and Hungary, has also tripled in value. Tin has gone crazy. We use a large amount of the latter and has advanced by a series of jerks from 32 cents to 70 cents per lb. and there has been some talk of it even going as high as 90 cents per lb.

Three weeks ago we were waiting for it to drop to thirty cents so that we could pick up a supply of it cheap.

The following is a couple of extracts from American Manufacturers' notices to the trade:—

"Owing to the unprecedented advance in the price of Pig Tin, all quotations on Soft Metal Plated Hollow Ware are this day withdrawn."

"The present conditions abroad are such that there has been an extraordinary increase in the cost of supplies, materials, and metals, we have therefore advanced the price of our, etc., etc."

To give a concrete example of how an ordinary $2.40 net Silver Plated cheap Cake Basket is affected by the difference in cost of the metal entering into its manufacture as between 32 cents and 70 cents per lb. the additional cost of metal alone, without considering any other advances incidental to its manufacture, is 57 cents so that an advance of 20% on the selling price would practically only offset the difference in cost of the metal itself on this particular article.

Even fine Brass Wire used for brushes, has largely advanced in price and is very hard to get. Our principal source of supply for this is Germany.

We could go on practically indefinitely enumerating the articles that go into the Plating, Mounting, and Finishing of Silver Plated Ware, suffice to say the same general conditions prevails in all of them.

On being asked if this condition has come to stay, Mr. Gooderham said, who can anticipate the future under a condition of affairs such as exists at present. As far as we are particularly concerned we are trying to take care of the future as much as possible by placing our orders now, not so much on account of anticipating a further advance in prices but so as to be sure of having sufficient Metal and Supplies ahead of us.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The retail hardware trade is facing the present crisis with a calmness that spells assurance. Merchants are proceeding with their fall business cautiously but optimistically. After the first few days of excitement following the declaration of war, business was resumed pretty much as it had been. Business is not brisk, but at the same time a fair volume is passing. Hardware markets have been seriously affected by the war and price changes are taking place daily. On many lines quotations have been withdrawn. On others prices quoted are for immediate acceptance only. In addition to the price changes announced last week several others have taken place. White and red lead and zinc have been advanced and some lines of ready-mixed paints will also advance in prices. Rope and cordage lines have again advanced in price.

Owing to the scarcity of whiting, putty has been advanced 15c per 100 pounds. Iron and steel in some lines have advanced about $2 per ton. Washing machine lists have been revised and a new discount is in effect. The new prices are slightly higher than those previously in effect.

Guns, ammunition, cutlery and some lines of silver-plated ware are advancing.

Quotations on tinware and enamelware have also been affected, both in an upward direction.

Tin and solder are both easier owing to the receipt of a large shipment tin at New York. If England places an embargo on tin, quotations will probably reach an unprecedented height.

MONTREAL.

MONTREAL, Aug. 20.—In a deliberate and business-like manner the trade has prepared to face the extraordinary conditions in business which have occurred as the result of the European war. After the first shock and the upsetting of the financial system of the whole world, which had the effect of creating a temporary panic, things have settled down, and while there are rapidly shifting prices in relation to some commodities which have a speculative value outside of the hardware market proper, and in some departments quotations of the hour cannot be considered as more than nominal, business in general is continuing much as it would in the ordinary course of events. For the first half of the month there was a noticeable falling off in trade owing to the unusual conditions, but orders have been coming in better of late and general lines are moving in a fairly satisfactory manner.

It is generally believed that country business will remain at least normal, for there is a strong demand for all kinds of farm products at higher prices than have prevailed for some time. In the city business there will undoubtedly be a falling off in factory orders, which will have considerable effect.

In the metal markets there have been many price changes, which indicate the speculative influences at work, but so far as general hardware lines are concerned the advances which have been made are only those which are fully warranted by the cutting off of European goods. There has been no evidence of any effort on the part of the trade to take advantage of the unusual circumstances to boost prices unduly.

The situation so far as shelf goods is concerned can best be summed up in the statement that there has been an advance of 10 to 15 per cent. in cutlery and other European goods, and also there has been an increase of 15 per cent. in firearms. Prices in practically every other department are very firm, and lines in which tin figures particularly are being advanced.

With a continuance of the present situation it is figured that American goods will be found more extensively sold in Canada, as the German competition will be eliminated for a long time, no matter what the outcome of the war may be. It will also be some time before business relations with Great Britain can be restored on a normal basis.

Metals.

Tin continues to be the feature of the market, and solder follows closely. There are practically no definite quotations in this market, because there is practically nothing to be had in the way of supplies. Figures range from 50c a lb. to 70c, and on this basis tin is practically out of the commercial market. It is now reported that Great Britain is con-

CHANGES IN TINWARE, ENAMELWARE, ETC.

The following new discounts on retinned stamped wire, tinners' trimmings, milk and cream cans and other lines are now in effect:

Retinned Stamped Ware	70 & 5 %
Retinned Tinners' Trimmings	70 & 5 %
Retinned Basting Spoons, in Miscellaneous Ware	45 %
White Enamel Ware (all lines)	72½%
The lines which formerly had a special 10% now take the same discount as other White Ware:	
Milk Can Trimmings	12½%
Delivery Can Trimmings	12½%
Milk Cans	25 & 5 %
Cream Cans	25 & 5 %
Railroad Delivery Cans	40 & 2½%
Retinned Steel Hollow Ware	40 %

sidering an embargo on the tin supplies in that country, which would probably have the effect of driving the market to new high levels in this country.

Solder is up and down with tin. The present basis is 32c for half-and-half commercial and 34c for pure; wire solder 35c, and wiping solder 31c. On Tuesday the market was very unsettled, and there were fluctuations in the quotations of as much as 10 cents a pound. This was due to the arrival in New York of an unexpected cargo of 500 tons of tin. Immediately the price went down, but this brought the commercial trade into the market, and the result was that the supply was in such demand that prices were forced back to the old level.

Steel has advanced a couple of dollars a ton, and the situation is very firm, although there have been no advances made to the trade as yet. Brass is also strong, and all brass goods are very firm. Copper shows a little more strength on a demand from England, and lead remains in its old position.

The big change of the week is in antimony, which has advanced to $22 to $24, as compared with $8.50 at the opening of the war. Sheet zinc is very scarce in the market, and the price has gone up 75c.

5-cwt. casks	$7.50	$8.00
Part cask	7.75	8.25

Metal Products Firm.

There is a generally stiff market for babbitt at the higher figures; for bolts and nuts, brass, butts, heavy tee and strap hinges, etc. Canada plates are quoted a little higher, and there are some firmer prices also for galvanized ware, charcoal, tin and terne plates, and black and galvanized sheets.

Nails, Screws, Rivets, Etc.

The demand for nails continues easy with the prospects of the continuance of the war and the curtailment of building programmes. The price remains the same, with the base $2.25 for wire and $2.50 for cut nails. The advance in the price of tin has not as yet affected the price of screws, rivets and burrs, but they are very firm, and higher quotations must be looked for with a continuance of the present high price of tin.

Rope and Twine.

There has been no change in the situation for rope and twine since the higher prices went into effect last week, and there has not been a very heavy volume of business passing. Quotations:—Pure Manila remains at 15c base; British Manila has gone up 1c to 12c; African hemp is up 1c to 12c; sisal remains at 10½c; and single and double lath yarn also remain at the same figure, 9½c and 10¼c respectively. Russia deep sea line is off 1c to 19c; Russia tarred rope bolt is down to 17c, and jute rope has gone up a ½c to 11½c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Fall Goods Moving.

There is now more interest being taken in the fall lines, which are beginning to move on fairly satisfactory orders. Arms and ammunition are going out in good shape, and there is a slight call for skates. Such lines as sleigh bells, lanterns, lamp chimneys and burners, cow ties, horse blankets, apple parers, fruit presses, game traps, etc., are also being ordered in fair volume.

Demand for Firearms.

There has been some demand for rifles and other firearms for the purposes of defending private property, but it has been noted that in some cases where there have been inquiries, orders have not followed, and the evident reason has been that it has been found that the Government is prepared to provide arms for such purposes under certain conditions.

Up to the present time the embargo regarding firearms in the United States has not been enforced against Canada. If this step is taken higher prices are almost sure to result.

Stoves and Tinware.

Rapid advance in the price of tin has had its effect in this market. White enamelware is at 72½ per cent., as compared with 75 per cent.; hollow steel ware is at 40 per cent., as compared with 45 per cent.; stamped ware is on a basis of 70 and 5; railway cans are 40 per cent. and 2½; creamery cans 25 and 5.

TORONTO.

TORONTO, Aug. 20. — This week has been noticeable for both heavy declines and advances in staple lines. Prices are far from steady and in some cases represent a limited supply rather than an increased demand. Some lines that are more directly affected by the cessation of some industry in consequence of war are very quiet, but general hardware trade is not showing any great drop in demand as yet. Reinsurance rates from England have dropped again, which fact eases the situation somewhat. The general feeling is one of conservative optimism and a decided naval victory in the North Sea will help things. Travellers are making calls as usual.

Decline in Metals.

Following the unexpected arrival of five hundred tons of tin in New York, the market responded by dropping to 49c. a lb. in that metal. Solder lines followed with a drop of 8c. a lb. Metal men say the decline is only a temporary one, and that the price will return to its former level. Antimony has steadied down to 20c. a lb., and spelter is being bought at from $5.65 to $5.75 per cwt. Copper is easy at $14.50 per cwt.

Lead remains at $5.20 per cwt. for domestic. This is considered too low and the opinion is that it is ready to advance. The lead products in paint lines have already done so. Aluminum remains at 21c. lb. after its recent raise. Some uneasiness is felt about supplies of antimony, as it is used with many other metals. The best grade comes from England, where it is sent for refining from Japan and China. France has also supplied some in the past.

The metal business was fairly good last week as a result of the hurry to lay in small stocks, but is very quiet at present, and prices are practically subject to changes without notice.

Other metals are as follows: Red ingot brass, 13c to 15c lb.; yellow ingot brass, 12c to 14c lb.; half and half solder, 33c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 21c lb; acme solder, 28c lb.; easy wiping solder, 26c lb.; star extra, 30c lb.; wire solder, 30c lb.; tinker's bar, 31c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

Prices remain the same with few sales reported in these lines. Cut nails are $2.70 base and wire $2.25 base, for present and future delivery. These quotations are being fairly well maintained.

Cutlery and Skates.

There have been no advances in these lines since the average raise of ten per cent. last week. A cargo of German goods shipped from Antwerp on August 5th arrived this week in Montreal, but it is doubtful if more can be expected. Demand in this as in other lines that are cut off by the war, is fairly good.

Guns and Ammunition.

Prices remain unchanged, and there is the usual August demand. American firms are shipping these articles to Canada with the assurance that their government will not present such shipment to a belligerent country as long as such shipments are for strictly commercial purposes. It is noticed, however, that the American consignors are forcing the Canadian consignee to take a risk that they say does not exist, of having the shipment seized as munitions of war.

Advance in Cordage.

Cordage is still on the advance as predicted in last week's and previous isues of Hardware and Metal. A further advance is predicted. The following base prices are now in effect:—Pure Manilla, 16c lb.; Best Manilla, 16c lb.; British Manilla, 13c.; African Hemp, 13c.; Best American Oakum has advanced to 9c. lb., and U. S. Navy to 8½c lb. Jute Burlap has advanced as follows:—Ten-inch sizes are as follows:—7 oz., $8.15 cwt.; 8 oz., $8.25 cwt.; 10 oz., $10.50

cwt. Duck is also expected to advance. Further, these prices are for immediate shipment only, as the visible supply on hand is limited, and manufacturers are having trouble getting raw material. Prices are being quoted subject to change without notice.

Advance in Iron and Steel.

Following the American market, Canadian prices have as predicted last week, advanced about $2.00 a ton, the exact price depending upon circumstances. Sales are very quiet, and manufacturers are not seeking to book orders at the new price, as they expect to get a higher one later on.

LONDON.

LONDON, ONT.—Business here is seasonably quiet this week. Many travelers and clerks are still away on vacations. Merchants although inclined to be careful, are buying freely for their present needs, and in many cases are anticipating their Fall requirements in some lines. The general feeling here seems to be one of cheerfulness and a determination to make the best of present conditions.

English and German cutlery is proving a good seller, even at advanced prices.

Oil and Turpentine.

Linseed oil has again advanced, and is quoted as follows:

	Raw	Boiled
1 to 2 bbls.,	70c per gal.	73c per gal.
3 to 5 bbls.	69c per gal.	72c per gal.
6 to 9 bbls.	68c per gal.	71c per gal.
5 gal. lots	77c per gal.	80c per gal.

Turpentine is quoted:

1 bbl. lots, 67c per Imperial gal; 2 to 4 bbl. lots, 66c per Imperial gal.;5 gal. lots, 74c per Imperial gal.

Cutlery Advances.

Nearly all lines of cutlery of English and German manufacture have been advanced from 10 to 15 per cent.

Advance in Rope.

Rope has advanced another cent, making the present price:—

Pure Manila, 16c per lb. base; British Manila, 13c per lb. base; African sisal, 13c per lb. base; sisal, 12c per lb. base; solder, half and half, 45c lb.

New List on Washing Machines.

There is a new list in effect on all standard Canadian washing machines. The discount is now 25 per cent. instead of 20 per cent. The new list is higher than the one previously in effect.

Nails Quiet.

Building trades are quiet and there is very little demand for nails. Quotations are: Wire nails, $2.25 base, f.o.b. London; cut nails, $2.70 base, f.o.b. London.

Advance in Paint Materials.

Prepared paint will probably advance 15 cents per gallon during the next week. White lead has advanced 25 cents per 100 lbs. Putty has advanced 15 cents per 100 lbs.

WINNIPEG.

WINNIPEG, Aug. 18.—Up to date the Western hardware trade has not been affected to any great extent by the war. The principal price changes so far have been in metals, although there will probably be many changes in other lines.

The most pronounced change is in solder. Before the war it was 25c per lb. Last week it advanced to 35c, and this week it is hovering between 40 and 50 cents. British Manila rope went up a cent last week, and another cent this week. Pure Manila also advanced a cent. Quotations for rope now are: Sisal, 11c base; pure Manila, 16½ base; British Manila, 13½c base; lath yarn, 10¼c base.

Another change is in lead pipe and lead waste pipe. The former brings $7.50 per cwt. for coil, and $8.00 for less. Lead waste pipe is quoted $8.00 to $8.50.

Solder is reported hard to procure, as most of the Winnipeg jobbers have small stocks.

No change is reported in galvanized iron by local firms, though prices are reported up in the States. Steel and iron prices are the same, and jobbers have heard nothing yet to indicate a change. A local firm of metal dealers state that it is impossible to procure antimony, which is selling now at 20c, whereas its former price was 10c. Copper is about the only metal that is weak, and this is due to supplies accumulating in the States following interference with shipping to Europe. Little difficulty will be experienced in securing supplies of Canada plates, the demand for which just now is big.

Rubber Prices

The price of cotton is reported from New York to be advancing. If this is true, local jobbers state that prices of twine, sash cords, tents, etc., will advance. The rubber market is said to be unsettled, though a prominent Winnipeg firm state that no changes have yet been made. The price of tires, they say, might be advanced, as in the States, but prices of mechanical goods, such as belting and packing, have not yet been affected.

Orders for thresher supplies continue to come in, and a few repeat orders for agricultural tools. There are a few cancellations, but Fall goods have mostly been shipped. Orders cancelled have been chiefly for Christmas goods, such as cut glass and silverware. Orders have come in well for lamps, lanterns, crossent saws and axes, horse blankets, carriage heaters, stove pipes and elbows and Canada plates. Crosscut saws and axes are two big selling lines. Horse blankets are only going fair, as most dealers bought heavy last year, and have some of their stock left over. Axes are quoted in Winnipeg from $6.25 to $10.00 dozen.

Paints.

Zinc is soaring, and in some quarters it is said the price of all paints may be expected to advance shortly. Some makers have advanced their prices already, and others state they will follow right away. Local dealers state that they expect to see a revival in the paint trade in September.

Glass is stationary. Winnipeg quotations remain the same, but an early advance would not be surprising. Local jobbers have been protecting the hardwaremen until Oct. 1, and the latter are probably wise in securing stocks before that date.

Sorting orders for paint are coming in well. Putty has not begun to move much yet. Prices of linseed oil have dropped back to 68c for raw and 71c for boiled. Flax is down, which means that linseed oil is down, too. Decorators' pure white lead remains at $9.15 per cwt.

Oils.

There is a little rush on just now for lubricating oils and gasoline for harvest. Prices have not been affected by the war, and it is hard to say whether they will. Engine gasoline sells at 21c, and lamp gasoline at 26c.

The tendency for hardwaremen is to buy stoves in hand to mouth fashion. Many of them have, however, booked up good orders for Fall shipment, the demand being mainly for medium priced ranges. Base burners have not begun to move rapidly yet. Gas ranges had a good demand early in the year, but slackened off.

THE STINGER GETTING STUNG.

(Continue from page 153.)

"The sun will dry things up in an hour after this little shower, and the flies won't bother you in this kind of weather."

"How about dust?" I asked, half-heartedly, for I hoped and I knew that he would have an answer ready. He did not disappoint me.

"Dust?" and lifted his eyebrows. "No, no. Just enough rain to lay it nicely. But if you want to see dust wait till fall," and smacked his lips as if dust were beer.

He had my Charley horse. It is a shameful admission, but I may as well come across with it. I, a respectable bachelor, living in a boarding house, owning no domicile, with no more use for paint than I have for the Kaiser, bought from that little old grey-headed scamp a can of paint!

Weekly Paint Markets

MONTREAL.

MONTREAL. Aug. 20.—The influences of the war are beginning to be felt in a more definite manner in the paint market, and there has been material progress made in the price readjustments. The situation is very uncertain, and present quotations are subject to change without notice. Business thus far has been little affected. There is an average demand for the season, but even in the face of the certainty of higher prices if the war continues there is no rush of buyers in the market.

The advances to date have been largely for the whites, which enter into the manufacture of paints and putty; whiting and zinc are among the supplies cut off. Canada now must depend to a large extent on the Trail smelter for some of these lines. Colors, too, must advance, although there is nothing definite so far on which to gauge the increase. Many of these were secured from Europe on a basis of price, and can be duplicated in the United States.

Linseed Oil.

The oil market continues to fluctuate almost daily, and there is no general basis in the trade. In some cases orders are only taken at the market, and where there are figures given there is a wide spread between the prices of the different firms. Reports are received of 64c and 67c as a basis for barrel quotations, while at another source the figures are placed at 67c and 70c. Linseed oil follows very closely in the path of the flax market, and when prices are up and down several times a day no quotations are good for any length of time.

Advance in Lead and Zinc.

In the white materials the important price changes have taken place. Lead is now up 25c, being on the basis of $8.65, with ton lots at $8.45. There is a good demand at the higher figure. Zinc can hardly be secured, and there has been an advance of $1 per cwt., and this is likely to be followed by other increases at any moment. Red lead has advanced rapidly, and is now about double the price quoted at the opening of the war.

Glass and Putty.

With whiting practically out of the market, there has been an increase in the price of putty, the advance being 15c to date. Whiting importations are all cut off, and houses which have a supply are refusing to sell. This would be among the last commodities to be moved, even should the war stop and freight rates would probably represent more than the value of the goods.

Glass remains on the same basis, but advances may be expected at any moment on account of importations being cut off. Higher prices are assured with Belgium out of the market.

Chemicals and Colors.

With German importations cut off, the prices of chemicals and dry colors are subject to adjustment. Generally speaking, duplications can be made in the States or at other sources, but higher prices must be expected.

Shellac varnish has gone up 10c a gallon, and shellac itself has about doubled in price.

Turpentine

Turpentine is easier. The basis of prices remains nominally the same, at 67c and 66c, but there are reports that these quotations have been undersold, and that 65c has been accepted on good orders. Lower prices may be looked for, as there is no opportunity for exporting stocks.

TORONTO.

TORONTO, Aug. 20.—Paint business is quiet, but nearly normal, sidering the season. The oil and turpentine markets are very quiet, however. There have been some notable price advances with more expected, and a decline in turpentine. It is said by some jobbers that brushes are likely to advance owing to a shortage of bristles. In some lines such as glass and oil, some travelers will not call on the trade until after the Toronto Exhibition.

Decline in Turpentine.

As predicted last week, turpentine has dropped two cents, and is now selling at 67c. gal. in two to four bbl. lots, and 68c. for single barrels, with little demand at that. Not only has shipment been partially stopped in the South, but a large part of the European demand has disappeared, owing to the war, so that this staple is weak and stocks in hand in the primary markets are heavy.

Advance in Linseed Oil.

Oil has advanced one cent and the selling prices now are as follows:

	Raw	Boiled
Single bbls.	70	73
3 to 5 bbls.	69	72
6 to 9 bbls.	68	71

Business is very quiet and the future outlook one of conjecture in regard to prices. In spite of the raise the market is not as strong as it was last week.

Advance in White Lead.

The advance we predicted last week has come. All grades have advanced twenty-five cents per 100 pounds. Sales fairly good. No accurate forecast can be made at present as to future prices other than to say that lead is very firm at presnt. It is worthy of notice though that pig lead has not advanced.

Advance in Putty and Whiting.

As we have previously predicted, these articles have advanced, owing to the war's interference with the south of England production and shipments of the whiting which is used in making putty. Putty has advanced 15c., and standard putty is now $2.55 per cwt. in bulk casks, and other prices accordingly. Whiting has also advanced.

CANADA AND THE WAR.

(Continued from page 162.)

Canada, the United States and the Argentine will all encounter much the same risks in transportation, while British India and Australia will be hampered by the impracticability of normal trade routes.

The figures that I have given in this article are the official statistics of the Board of Trade in London, and in each case are given to the nearest thousand. The review of the possibilities is, of course, far from being exhaustive, but two facts emerge clearly. Firstly, that in the matter of raising urgently needed capital, Canada must suffer severely. Capital, for a time at any rate, must flow to her more slowly and at much higher rates. Secondly, losses in export trade should not be very great, and should be compensated, at least in part. Canada will send to the United Kingdom those cereals that she usually sends elsewhere, and will obtain far higher prices for what she sends. Moreover, this process will probably continue for some time. For in the Armageddon, the tillers, sowers and reapers of the great "war area" are drawn from their natural employment by the call of arms —may often never return. And if the conflict continues, the "war area" will not return to its present level of production for several years. The position then need cause no dismay to the Canadian farmer.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 21c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's 22 00 24 00

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.	....	0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
10 inches, 7 oz.	8 15
10 inches, 8 oz.	8 25
10 inches, 10 oz. 10	50

In 100-yard lots.

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15.
Milk can trimmings, 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English..	17 00	21 00
Fire brick, Am., low..	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner.	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case..	4 50
8 lb. size, 2 doz. in case....	7 20
17 lb. size, 1 doz. in case...	6 75

COPPER.

	Montreal	Toronto
Casting ingot	$15 50	$14 15
Bars, ½ to 2 in.....		27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets..	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	7 40	7 50
I X, Terne Tin....		9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.

	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.	Standard Single.
7 oz. 0 17¾	6 oz. 0 12½
8 oz. 0 19½	7 oz. 0 14
10 oz. ...0 24½	8 oz. 0 15½
12 oz. ...0 29½	9 oz. 0 17½
	10 oz. ...0 19½
	12 oz. ...0 23¼
	15 oz. ...0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c. English pattern, 50 per cent. Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl. 18½ 18½
Three bbls. and over..... 0 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.....		$7 50
R.W. No. 117 P.D. Hanger, full set		2 75
R.W. No. 321, per doz. pr.	14	40
Stearns wood track. Special.		
Zenith	....	9 00
Atlas, steel covered.	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½ ...	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible..	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers ..		5 75
Storm King rail ...	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 16
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 00
Over 12 in., per 100 lbs.....	4 25

Extra hooks for above, ⅝ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5 $17.40; No. 10, $19.50; No. 20 $8.50; No. 50, $24; No. 51, $9.00; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft.....	0 13½
Corrugated, ¾ in., ft.....	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch...	....	0 05½
1 7-16 to 3 inch...	....	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 00	
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect 22c	ft.
Chair Ladders, each.....$2 00	

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 95
22 ft. 3 30	44 ft.	8 36
24 ft. 3 60	46 ft.	8 74
26 ft. 3 90	48 ft.	9 12
28 ft. 4 20	50 ft.	9 50
30 ft. 4 50	52 ft.	11 44
32 ft. 4 80	54 ft.	11 88
34 ft. 5 78	56 ft.	12 32
36 ft. 6 12	58 ft.	12 76
38 ft 6 46	60 ft.	13 20
40 ft. 6 80		

(Common Extension.)

20 ft. each $2 60		
22 "	2 86	
24 "	3 12	
26 "	3 38	
28 "	3 64	
30 "	3 90	
32 "	4 16	
34 "	5 10	
36 "	5 40	
38 "	5 70	
40 "	6 00	
44 "	7 48	

(Common Single.)

8 ft., each $0 80	
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern.....	7 00
Cold blast, japanned.....	7 50
Cold blast, plain	7 00
Brass, well japanned.....	9 25
All brass	24 00
Little Bobs A.C., doz.....	1 90

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs. 5 10	5 20
Imported pig, per 100 lbs. 5 10	....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750	7 50
Sheets, 3 lb. sq. ft.. 6 75	6 75
Sheets, 3½ lb. sq. ft. 6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed....	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

Round, re-acting, per doz.	81 25
Dowswell	52 50
New Century, Style A....	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing.....	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....15	00

MANGLES.

Victor, each $14	25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz..	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails. Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Canewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60%.

O

OAKUM.

	Per 100 lbs.
Best (American)	9 00
U.S. Navy (American)	8 50
Plumbers (spun)	3 50 3 65

OIL.

Can. prime white petrol		0 14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5¼c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks	0 16¼	0 17¾
250-lb. casks	0 16½	0 18
100-lb. drums	0 11¼ 0 17½	0 19
50-lb. drums	0 11¾ 0 17¾	0 19
25-lb. drums	0 11¾ 0 17¾	0 19¼
1-lb. pack	0 13¼ 0 19¾	0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins	0 14¼ 0 20¾	0 22¼
½-lb. tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, p. box.	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE WROUGHT IRON.

Buttwelded.

Size.	Black	Galvanized
¼ and ⅜ inch	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 00
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapweld.

2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	33 02	45 72
5 inch	38 48	53 28
6 inch	49 92	69 12
7 inch	70 21	96 39
8 inch, 25 lbs.	73 75	101 25
8 in., 28-lb.	84 96	116 84
9 inch	101 80	139 70
10 inch, 32-lb.	94 40	129 60
10 inch, 40-lb.	121 54	166 86
12 inch	157 56	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).

Lead pipe, 7¼c! 7½p.c. off.
Lead waste pape, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 69
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Baker's	7 50 to 11 00
Baker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40%.
Harold hrdlu mfw m mmmm
Galvanized, 40%.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

	Per roll.
Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base	0 13
African hemp base	0 13
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 16
Russia deep sea line	0 20
Russia tarred bolt rope	0 18½
Russia tarred ratline	0 17½
Jute rope	0 12
Cotton, 3-16 in. and over.	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 00
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., bf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 20; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.

O.H. bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.

Wood, F.H., brass.	75	10	7½ 10
Wood, R.H., brass.	70	10	7½ 10
Wood, F.H., bronze	70	10	5 10
Wood, R.H., bronze	65	10	5 10
Drive screws	65	10	5 10
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75
Western Red End (3 doz. to box), per box	0 85
Diamond, per box	1 00
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20	3 65	3 75	3 95
22-24	3 85	3 95	4 15
26	4 10	4 20	4 40
28	4 35	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar ...	....	0 39
Wire solder, lb...	0 35	0 36
Bar half-and-half, guaranteed	0 34	0 41
Half-and-half, not guaranteed	0 32	0 21½

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 28
Commercial	0 25
Easy	0 26
Star Extra	0 30
Strictly standard wiping	31

SPELTER.
Foreign, per 100 lbs. 6 00 5 65

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.

Poultry netting, 100 lbs...	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET, Bissell's.

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing...	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each ...	12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea...	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

Rabone's.

Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea..	1 35
Metallic, No. 4011x66, ea..	1 55
Steel, No. 2891x50, ea....	2 70
Steel, No. 4161x50, ea....	3 00
Steel, No. 4161x50, ea....	5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1,000....	$5 00
Painted wall ties, per 1,000.	5 00

TIN.

	Montreal, Toronto.
Tin, per lb.....	60-70 53

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in. ...	....	10 25
100 ft. 2½ in. ...	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand. compr. work, 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White war, 72½ per cent.
London and Princess, 50 p.c
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100..	1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz...	21 00
Garden steel wheel, doz...	32 40
Light garden, per doz.....	22 80
Heavy garden, L-side.....	33 00
Heavy farm, solid side ...	33 00

WHIFFLETREES.

Tubular steel, 28 ins.....	0 70
Tubular steel, 34 ins.....	1 00
Tubular steel, 36 ins.....	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10.....	2 36
O. & A., No. 11.....	2 42
O. & A., No. 12.....	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.....	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	59 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65% off list.	

WRINGERS, MOP.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1 each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 00

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....	0 14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.: discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	Star. City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..	$9 15	$ 8 65
"Anchor," pure	8 65	8 55
Brandram's B.B. Genuine	9 65	9 55
C.P. Co. decorat's. pu.	8 65	8 55
Crown and Anchor, pure	8 65	8 55
Essex, Gen. (Windsor)	8 15	8 65
Island City Decorator's pure	8 65	8 65
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead		8 80
Painter's Perfect		8 10
Lowe Bros'. White, H.S.		8 80
Monarch (Windsor)		8 90
Purity C.O. Co.'s, Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Sterling Pure		8 70
Tiger Pure	8 65	8 35
"James Genuine"		8 90
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 38
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$	17 50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per -00 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 60
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 67	0 60
3 to 5 bbls.	0 66	0 68
6 to 9 bbls.....	0 65	0 67

LINSEED, BOILED.

Single bbls.	0 70	0 72
3 to 5 bbls.....	0 69	0 71
6 to 9 bbls.....	0 68	0 70

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls.....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 75
Pure, single bbls..	0 67	0 68
2 to 4 bbls.	0 60	0 67

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38

WHITING.

Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2. in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, RCOW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 40 to 50 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 90
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb

PAINTS, OILS VARNISHES GLASS ETC

The House for Quality and Prompt Service

Giving high quality and prompt service, and maintaining a reasonable price has been our hobby, and our business shows it.

A trial will convince you that our goods are highly satisfactory.

Send us your next order.



Sanderson Pearcy & Co.
Limited
61-63-65 Adelaide St. West, Toronto, Ont.



BEAUTIFY YOUR FLOORS
WITH

SHERWIN-WILLIAMS
FLOOR FINISHES

FINISHES FOR EVERY KIND OF FLOOR

SHERWIN-WILLIAMS
PAINTS & VARNISHES

This is the striking poster, printed in colors, for S-W Agents to use in their windows with the new Fall Window Trim.

Look over your stock of these Finishes and send in an order if you are in need of any of them. Large or small, all orders will have our immediate attention.

In every town there are many homes with floors in need of a coat of floor paint or varnish.

Profitable business will result this Fall for those who push

SHERWIN-WILLIAMS FLOOR FINISHES

The SHERWIN-WILLIAMS Window Trims and advertising, this Fall, will create a good demand for the following S-W Products:

S-W INSIDE FLOOR PAINT
S-W PORCH FLOOR PAINT
S-W MAR-NOT VARNISH
"Made to be walked on."
S-W FLOOR-LAC
Varnish and Stain combined.
S-W FLOORWIPE
For cleaning and polishing.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.





MAKE ANY TEST YOU LIKE

whether in the laboratory or in actual service, and you will find that

B-H English Paint

comes up to every requirement.

The best test, of course, is the test of service and it is here that B-H "English" has shown those exceptional qualities that have caused it to be preferred by leading painters everywhere.

Naturally, the paint that gives the biggest percentage of satisfaction commands the biggest percentage of sales, and is the most profitable paint for you to handle; therefore, it would pay you to sell B-H "English," the paint made according to this formula for all shades that can be made on a white base.

70% Brandram's B. B. Genuine White Lead
30% Pure White Zinc

Ask for details of our Agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Are You On Our Black List?

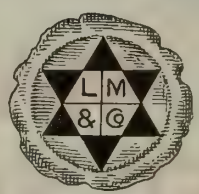
IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors who buy exclusively the Blacks made by

THE L. MARTIN CO.



This Seal on Every Package



1849 1914

Is Your Guarantee



WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Five Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-Five Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

Office: 81 Fulton Street
New York

Cincinnati
London, Eng.

HAVE THOUGHT FOR THE FUTURE

PLEASING HOMES MEAN PERMANENT PATRONS



Get on an elevation. Judge results in the aggregate. Figure what your customers are going to say about you next spring when they think of the goods you sell them this fall. If you sell them our lines of paints, wall finishes and varnishes, their reflections will be pleasant ones. Gladness and satisfaction will bring their custom to you again, and that's what pays, is it not—permanent customers? Absolutely, there are no better products for their purposes than those listed below. We would be glad to tell you more about them—to tell you about our exceptional dealer's profit and what we do to help you sell the goods.

MURESCO: The nationally popular wall finish. Superior covering capacity. Sanitary and hygienic. Does not rub, crack, peel or blister. Eighteen tints and colors. Five-pound packages, one hundred pound drums, half barrels and barrels. Positively the best and most profitable for your customers as well as yourself.

MOORE'S HOUSE COLORS: Pure linseed oil paints which have achieved a reputation for covering capacity and permanent color wherever they have been used. The color range is complete, and the price to you offers an inducement. Profit for yourself and satisfaction for your customers.

MOORE'S FLOOR PAINT: A paint really made and adapted for painting floors. Dries hard over night—floor can be used the next day. Popular colors. Unfailing satisfaction.

MOORAMEL: A pure white, porcelain-like enamel that remains white and does not chip. Easy working, perfect flowing, great density and elasticity. For interior or exterior a superior product at a moderate price.

SANI-FLAT: Absolutely non-poisonous flat oil paint (contains no lead). Soft, velvet finish. Great body and covering capacity. Shows no laps or brush marks. Washable with water without injury.

TILE-LIKE: A combined varnish and stain requiring no stirring. Particularly suitable where there is wear and tear. Uniform in color from start to finish, yet does not hide grain of the wood. All desired colors.

Complete Lines: Our catalogue contains complete list of our lines, of which the above are but a few. It's worth your while to send for it.

BENJAMIN MOORE & CO., Ltd.

6 LLOYD ST., WEST TORONTO

NEW YORK CHICAGO CLEVELAND CARTERET, N. J.

If You Knew As Much About This Paint As We Do—You Would Recommend It Every Time—

Purity of Ingredients is the First Consideration in its Manufacture.

Its Wearing Quality is its Best Selling Point.

There is No Better Paint Made, Although it is Possible to Pay More.

JAMIESON'S PURE READY MIXED PAINTS

Let Us Tell You More About This Paint.

We Will Not Make Any Extravagant Claims, But Will Give You Honest Facts.

A Post Card Will Do.

WRITE US TO-DAY.

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

Owning and operating P. D. DODS & CO., Limited

MONTREAL, CANADA

THIS IS THE CAN



WITH THE VALUE INSIDE

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE

Your Customer's Guarantee

The manufacturer's name on the outside of the Varnish can is your assurance of the quality inside the can.

It protects both you and your customer. The Berry Brothers Trade-Mark is the sign of honest varnish values—dependable goods that dealers are glad to sell.

Varnish users the world over know that Berry Brothers' Varnishes can be relied upon to give highly satisfactory results—and this has been true for over half a century.

BERRY BROTHERS' VARNISHES

have the confidence of the leading painters and decorators in every city.

Their reputation of highest quality and lasting beauty is a valuable asset to the dealer who sells them.

Pave the way for larger varnish sales and greater profits by writing for our co-operative dealer proposition to-day.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, ONT.

Good Results Bring Home the Bacon

Nothing Else Will

In the final analysis a paint is judged by what it does—more than by what it costs. A cheap paint may catch the penny-wise, but it cannot hold them. A good paint like the MAPLE LEAF appeals to the shrewd, long-headed buyer, and brings him back for more. The return orders are usually larger than the first and it is in such trade that the real profit lies.

MAPLE LEAF Paints & Varnishes

MAKE GOOD BECAUSE THEY'RE MADE GOOD

Keeping our old agents on our lists and adding new ones constantly is not the result of long-winded arguments or glittering promises.

IT IS THE RESULT OF MAINTAINING QUALITY

M L FINISHES THAT ENDURE QUALITY

And when we present our proposition, you as a dealer will appreciate these facts.

THAT QUALITY CAN NEVER BE REPLACED BY HUMBUGGING.

THAT GOOD PAINT NEVER COMES BACK FROM CUSTOMERS THAT WILL.



Maple Leaf Dealers are well acquainted with these facts.

Write us for particulars about joining the M. L. Fold.



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



Painters say—
"Painting's fine"
when they're supplied with

The Ramsay Line

When "Ramsay" quality and "Ramsay" prices are considered, this line is the cheapest you can offer to your trade, yet the most effective. VALUE is the keynote of our business.



We ask for the opportunity to show you what we can offer. Write us to-day

A. RAMSAY & SON CO.

ESTABLISHED 1842

MONTREAL

The Consistent Policy of

The Alabastine Company, Limited

for twenty-eight years, has been to protect the hardware dealer in the sale of ALABASTINE.

The quality of this article, coupled with extensive advertising and liberal store helps, creates a steadily increasing demand.

The Alabastine Cash or Brush Premium to Painters

and free stencils to users of ALABASTINE are features that bring tradesmen to the retail hardware store.

ALABASTINE has been improved recently. It now has the new features of remaining in solution perfectly sweet and workable, indefinitely, and can be easily sponged off if desired.

These new features are appreciated by practical men and sales have increased this season where the new goods have been introduced.

To show the standing of ALABASTINE with the Hardware Trade, we mention the following facts:

There are:

145 Hardware stores in Toronto,
106 Have complete stock of ALABASTINE.
26 Hardware stores in Hamilton,
24 Have complete stock of ALABASTINE.
28 Hardware stores in Ottawa,
22 Have complete stock of ALABASTINE.

Are you an ALABASTINE dealer? Better get in line now for fall business. Order through your jobber or direct.

The ALABASTINE Company, Ltd.
PARIS, ONTARIO



Every Room in Every Home should have walls and ceilings covered with a durable, sanitary finish that can be washed.

A big educational advertising campaign has just been launched by The Canada Paint Co., to tell property owners of the advantages of Sanitone over other methods of wall decorating.

A large proportion of the people receiving this specially prepared advertising will buy

CP SANITONE

¶ It is the beautiful flat effect in a variety of pleasing shades, as much as its durability and sanitary value, that appeals to people. By interesting them in Sanitone, which meets every requirement for the decoration of interior walls and ceilings, an immediate demand will be produced for this finish.

¶ If you want to profit from this extensive and productive campaign ask for full particulars —we will have our Representative call if you wish—just as you say.

¶ Send a postal for copies of our latest Sanitone advertising features, if you are interested in pushing interior finishes this Fall.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES

CP TRADE MARK

STAINS-ENAMELS LINSEED OILS

This is the Paint

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

That Puts Profit in your Purse

100% PURE PAINT



Makes your standard **PURITY.**

Purity means Service and Satisfaction.

Satisfaction means Increased Buiness.

Increased Business means More **PROFIT.**



The **MARTIN SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

35 Years' Experience in metal mixing Behind This Babbitt

OUR MIXED METAL SALES AMOUNT TO OVER 5,000000 DOLLARS ANNUALLY

For high-speed machinery and engine work, Frost King Babbitt Metal is, we believe, without an equal. It is especially designed for Saw Mills, Planing Mills, Threshing Machines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of STATIONARY Engines.

35 years' experience in selecting and compounding of stock means that our products are of **very high quality**, and that they will completely satisfy.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.
London, Eng.
St. Louis, Mo.

Also Behind Our
BAR SOLDER
WIRE SOLDER
LEAD PIPE
BAR LEAD
TRAPS, BENDS,
LEAD, COPPER, TIN
AND ANTIMONY



OTTAWA PAINTS



An Ottawa Paint Investment Means a Sure Gain for the Dealer and His Customers

All your customers will get the habit of smiling—the smile of satisfaction—if you sell them our line of paints and varnishes.

The ingredients we use, our methods of mixing and our long experience have one result—that is goods of rare quality, efficiency and economy.

Our prices appeal strongly to buyers and leave dealers a good margin for profit.

Particulars and references will be furnished immediately upon request. Write for Sample Cards and Catalogue.

THE OTTAWA PAINT WORKS

"Makers of Good Paint"

687 Wellington St., Ottawa, Can.

The Meaford Wheelbarrow Co., Limited

MEAFORD, ONTARIO, CANADA

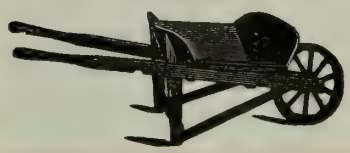
Quebec and Maritime Provinces: Alexander Gibb, 1-2 St. Nicholas Bldg., St. Nicholas St., Montreal, Que. Manitoba: Bissett & Loucks, Limited, 151 Notre Dame Ave. E., Winnipeg, Man.

SELLING AGENTS:

Alberta: Bissett & Loucks, Limited, 504 Agency Bldg., Edmonton, Alta. Saskatchewan: Kilvert Bros., Wall St., Saskatoon, Sask. British Columbia: John Burns, 329 Railway St., Vancouver, B.C.

THE MEAFORD WHEELBARROW CO LIMITED — MADE IN CANADA — MEAFORD — MEAFORD, ONTARIO, CANADA

TRADE-MARK



RAILROAD OR NAVVY WHEELBARROWS made in eight styles.



DRAG SCRAPERS, with handles on top or sides, runners on bottom or without. Four sizes, Nos. 0-1-2 and 3.



ALL STEEL TUBULAR Wheelbarrows. Seven sizes, Nos. 0-1-2-3-4-5 and 6.



GRADING PLOWS—Four sizes, Nos. 1-2-6 and 7.



STERLING CONCRETE CARTS—Self-lubricating wheels. Five sizes, Nos. 0-1-2-3-4.

When buying

Wheelbarrows, Scrapers, Trucks, Concrete Carts

or other

Contractors' Supplies

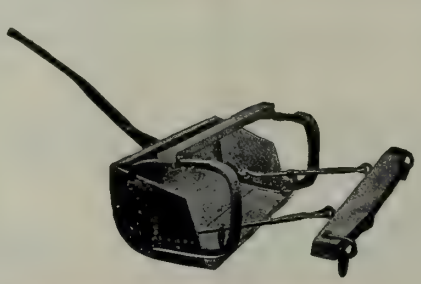
It will be to your interest to see that you get the "Meaford" Line. On account of its high quality, durability and reasonable price, it will bring you a consistent good trade.

We are confident that our products are foremost among hardware of this kind.

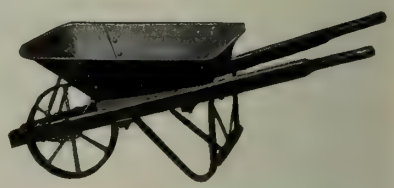
You will be highly pleased with the goods and the results.

Try the "Meaford" Line—IT will prove our claims.

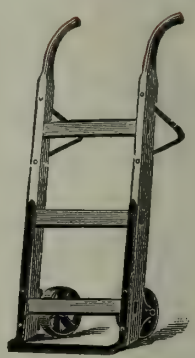
Let us send you our latest CATALOG and quote you prices



FRESNO OR BUCK SCRAPERS — Three sizes, Nos. 1, 2 and 3.



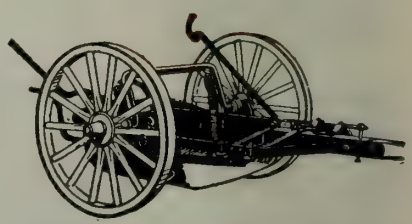
CONCRETE WHEELBARROWS — Steel tray, wood handles, steel wheel, channel legs. Ten sizes, different capacities.



TRUCKS — Two-wheeled and four-wheeled, with or without rubber tires.



ALL STEEL CONCRETE WHEELBARROWS—Ten sizes, all different capacities.



WHEEL SCRAPERS—Pressed Bowl or Square Box styles.
No. 2—13 cubic feet capacity.
No. 3—17 cubic feet capacity.

GAS Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the "LADDITE"

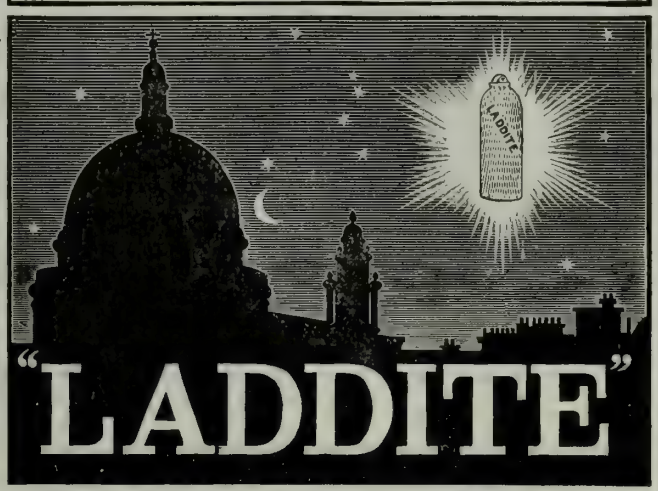
GOLD MEDAL
awarded
Franco-British Exhibition, 1908.

Light maintained in all its brilliancy 2,000 hours

Surpassing All for
Street Lighting
Railways or Docks
Factory or Office
Mansion or Cottage
Church or Institution

For All Purposes as it is the Strongest and Most Durable

THE STAR OF THE MANTLE WORLD



The STRONGEST MANTLE MADE —It HARDENS and INCREASES in Candle Power as it burns, and is the only one that MAINTAINS its BRILLIANCY for over 2,000 Working Hours.

Made in England.

[COPYRIGHT

IN ADDITION TO OUR MAKE OF EVERY DESCRIPTION OF MANTLE FOR NATURAL AND ARTIFICIAL GAS — WE ALSO MANUFACTURE MANTLES FOR OIL AND GASOLINE, BOTH NORMAL AND HIGH PRESSURES, AND FOR ACETYLENE GAS. EITHER OF THE ABOVE MENTIONED ARE MADE IN SOFT OR FINISHED STYLE.

THE STRONGEST MANTLE MADE

Compare it with others. Millions of "LADDITE" Mantles now in use in Great Britain and abroad

NOTE.—See our Mantle-Making Machine in operation in Process Building, Canadian National Exhibition, Toronto, August 29th to September 12th.

The Hamilton Gas Mantle Company, Limited

18-24 Ferguson Avenue North, Hamilton, Ontario

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

IMPORTERS AND DEALERS IN

EXCELSIOR HIGHEST STANDARD

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

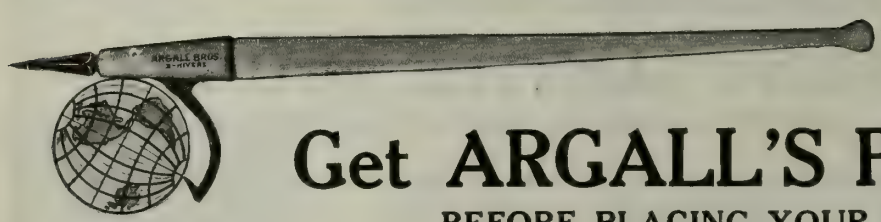
Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"



Get ARGALL'S Prices First

BEFORE PLACING YOUR ORDER FOR

LUMBERING TOOLS

Let Us Send You Full Particulars and Our Catalog.

ARGALL BROS., 3 Rivers, P.Q.





"WHEN YOU SEE MR. GYNK,
'TIS OF GOOD PAINT YOU THINK."

Stephens'

REGISTERED TRADE MARK

A WESTERN Paint for Western Trade—made and sold in Western Canada for over thirty-two (32) years; guaranteed to give satisfaction; backed up by the most up-to-date and progressive advertising; the favorite of both Western Dealers and Consumers.

We have an attractive proposition to offer you. Write us.

G. F. STEPHENS & COMPANY, LIMITED

WINNIPEG, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES — WIRE NAILS — WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,
Coach and
Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,
Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts,
Boiler Rivets,
Tinners'
Rivets, Etc.

TRADE



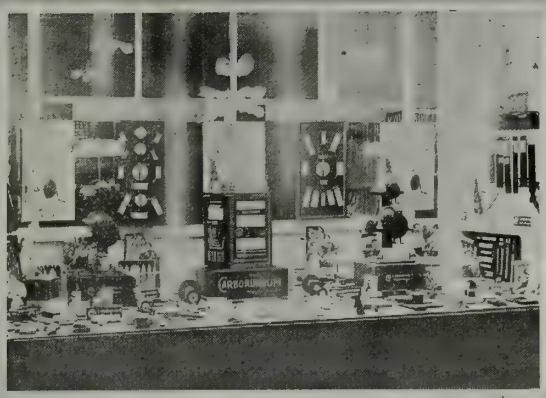
MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



We Help You Sell the Goods We Sell You

Carborundum co-operation means all that the term implies. It means that when a dealer puts in a stock of

Carborundum Sharpening Stones

we help him keep them moving. We back him up with Carborundum advertising—window material, display cases, and the influence of our membership in the Rice Leaders of the World Association.

A Carborundum stock is the stock that moves, and there is a Carborundum stone for every sharpening purpose.

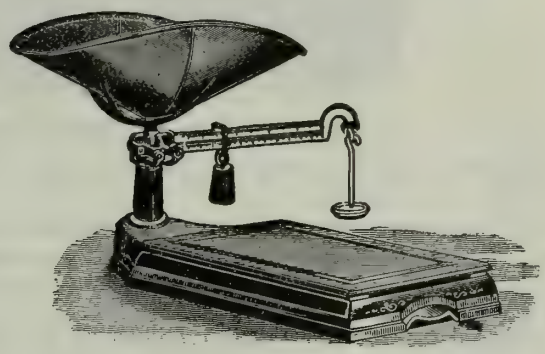
Send for catalog, discounts, etc.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

The Carborundum Company
Niagara Falls, N. Y.

CHAMPION JEWEL UNION SCALES



THE HARDWARE DEALER'S FAVORITE

CAPACITY In Scoop, ½ oz. to 30 lbs.
On Platform, ¼ lb. to 240 lbs.

The CHAMPION JEWEL

is a particularly well-made and well-finished Union Scale, without question the best scale value offered to the Canadian Hardware Trade.

¶ The actual net weight of this scale, not boxed, is 34 lbs., which clearly demonstrates that we use the proper weight of material. There is no skimping. The Platform, Scoop, Side Frame and Levers are all very heavy, and the Pivots, —the very best of chilled steel.

¶ We absolutely guarantee our Champion Jewel Union Scale to be accurate, durable, and well-made in every detail.

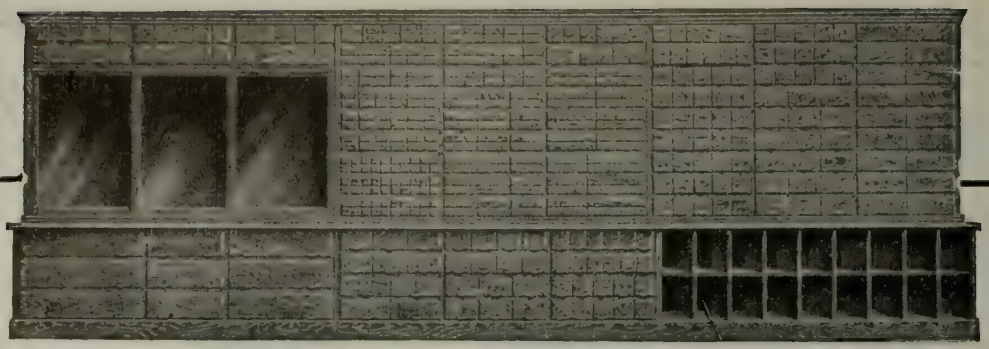
In ordering from your jobber, specify B. S. & M. Co.'s CHAMPION JEWEL. You will be better satisfied.

SCALES OF EVERY DESCRIPTION FOR ALL PURPOSES.

Catalog No. 75 (120 Pages) mailed upon request.

The Burrow, Stewart & Milne Company, Limited

HAMILTON TORONTO — Manufacturers and Iron Founders — MONTREAL WINNIPEG



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

You Want Conductor Pipe that has a good straight seam and that can be put up without loss of time—well we make it, so order from us.

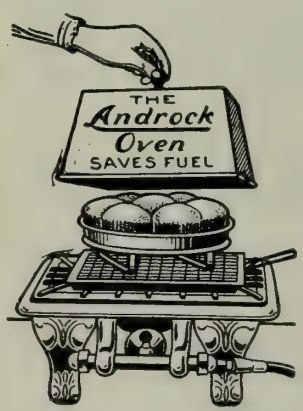
Eavestrough, elbows, ridge roll, valleys, skylights, ventilators and

CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO





The " Androck" Oven

Fills a long-felt want. Saves gas and time.

It consists of four parts: The cover, or oven proper, made of aluminized steel; the **Stand**, asbestos lined; the **Heat Distributing Plate**, to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster**, the finest toaster made.

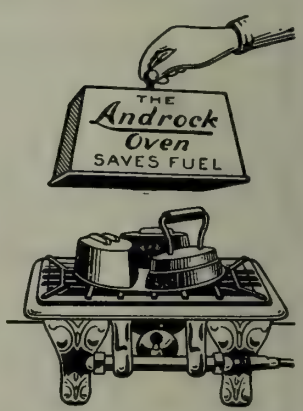
One burner is all that is required to do an ordinary baking, whereas a range requires 2 or 3, and produces no better results. This means a big saving of gas and a cooler kitchen. The oven works equally well on gasoline or coal-oil stove.

Get the Androck Oven now and boost it. Every sale leads to others.

Andrews Wire Works of Canada,

Limited

Watford, Ont.



High-Grade Silverware and Table Cutlery

The Niagara Pattern illustrated herewith makes an immediate appeal to the buying public because of its exceptionally graceful lines and artistic simplicity.

It looks good to purchaser and never disappoints because it gives big service.

Let us give you full particulars and prices.



NIAGARA HOLLOW HANDLE



No. 611
NIAGARA TEA SPOON

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

Many Women Will Buy A

"Cadillac" Cleaner After Exhibition



The Combination Hand Carpet Sweeper and Vacuum Cleaner. Our new model, which retails at $11.50, would be a money-maker for you.

LAST year we sold many machines right on the grounds at Toronto Exhibition. But we were most pleased with the "after" results, the increase in the sales of our agents after the Exhibition. For most ladies will take a little while to "think it over." And it will be the same this year.

Cadillac Vacuum Cleaners are to be demonstrated again. We feel confident, too, that our new models will cause a sensation. "Big Ben" and "Reliable," for instance, are the last word in vacuum cleaner efficiency. They are electrical machines, weigh only 9 lbs., compact, easy running, have "hole-proof" dust bag, which is easy to empty without muss, powerful, specially constructed motor, and so simple to operate that a child can use them.

We want dealers all over Canada to represent us. We have over 400 already. But we want you, too, to take advantage of that "after Exhibition" business. Once get one or two machines out in your locality and you will have the best advertisement you ever had.

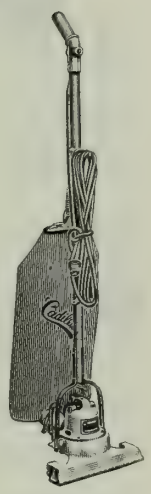
Write us or visit our exhibit at Toronto.

Clements Mfg. Co., Limited

70 Duchess Street, Toronto

and

Toronto Exhibition, under Grand Stand, West End Entrance, Aug. 29th—Sept. 12th.



The Electric "Reliable," which retails at

$25.00

is one that sells on demonstration.

To Beat Mail Order Competition

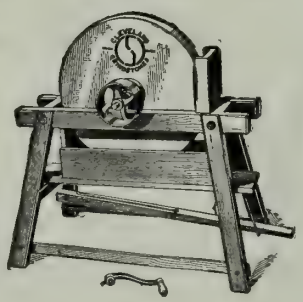
We have found out how, and we have put the secret in a booklet which we will be glad to send you. You can get the business that now goes out of town if you will act on the suggestions this booklet gives. Put in a hurry call for a copy—FREE—and start at once to get all the trade in your community. A mighty strong help in this business-getting will be

CLEVELAND Grindstones

Sold only to Hardware and Implement Dealers

Genuine Berea—the standard stone. Absolutely uniform in grit. Our expert graders, of 50 years' experience, select the right stones for your trade. Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered to you by our nearby jobber.

THE CLEVELAND STONE CO. Leader-News Bldg., Cleveland, O.



Farmer's Special Stone



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THE FLOOR WAX

That is Used by the Largest Consumers in Canada

There is a Reason



Let us Show You

Used by the Leading

HOSPITALS, INSTITUTIONS, CORPORATIONS, CLUBS, FLOOR FINISHERS, DECORATORS, Etc.

Made in Canada
Full Net Weight.

Call and see a Demonstration of the Easy Polish and Durable Finish, at our Exhibit, in the Industrial Building, Toronto Exhibition.

COOKE & BOULTON 185 King Street East, TORONTO

GLASS

of every description for building purposes

Sheet, Plate, Figured Leaded, Mirrors

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

The Consolidated Plate Glass Company of Canada, Ltd.

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont

SAMUELS' INDESTRUCTIBLE SANITARY CAN



Made in 3 Sizes.

For Ashes, Garbage and General Purpose.

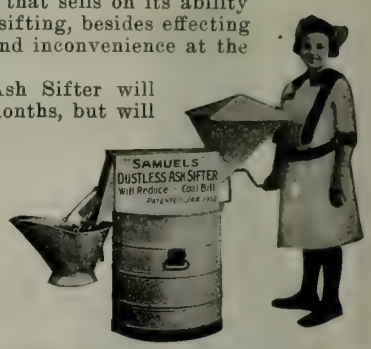
A new departure in Garbage Can making and the nearest approach to a sanitary can ever produced. Made of heavy galvanized iron with six extra heavy V-shaped metal staves riveted to body, which makes it practically indestructible. The interior surface of can is perfectly smooth and void of dirt-catching corrugations. The most attractive and strongest can on the market.

Samuels' Dustless Ash Sifter

A real business promoter that sells on its ability to save more coal in ash sifting, besides effecting greater saving in labor and inconvenience at the most reasonable price.

The Samuels Dustless Ash Sifter will pay for itself in a few months, but will last a lifetime.

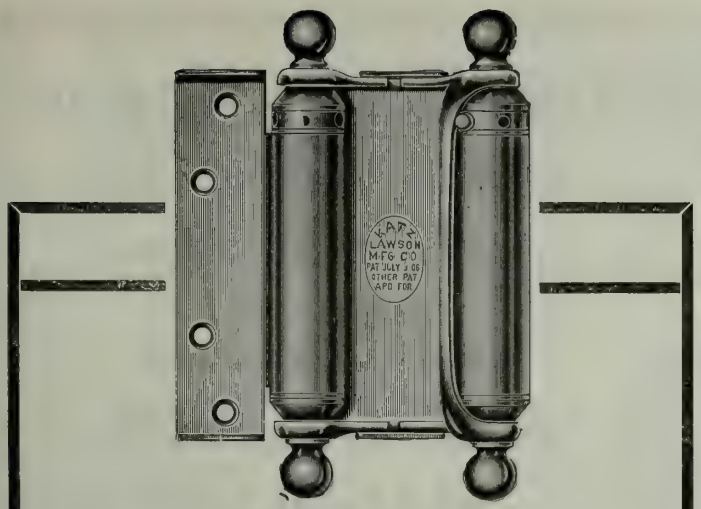
For sale by all leading hardware jobbers.



Practically Dustless; Easily Operated.

Manufactured by

J. SAMUELS
Queen & McCaul Sts.,
TORONTO



"Katz" Hinges Render Complete Service

TRADE MARK
"KATZ"
Reg. U.S. Pat. Office

WHO CAN BEAT THEM?

Therein lies their great selling force. Your customers will appreciate the following points:—

"Katz" Hinges are ornamental and artistic.

They are made of the finest material, steel, by careful workmen. Can be depended on for long service. For "Katz" Hinges have "nine lives."

Katz Hinges operate easily, but surely. They cause no annoyance, or extra expense, due to repairing of broken hinges.

They are growing steadily in popularity. Dealers are finding them easier to sell, consumers better to use.

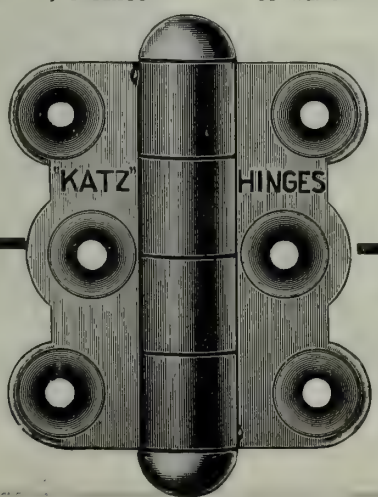
They are different from other hinges and herein lies their advantage.

We show two models that have a wide sale, the Katz Reinforced All-Steel Spring Jamb Hinge and the Katz Screen Door Hinge.

Your Jobber has them or can get them for you. Our catalogue contains many selling points. Write for it.

Lawson Manufacturing Co.

215 W. Huron St., CHICAGO — 85 Walker St., NEW YORK



"Aylmer"

Superior Lever

Force Pump

For Hand Use Only. Has Six, Eight and Ten-inch Stroke. Adjustable Base



Made in 1½ and 2-inch

This style of lever and fulcrum has several advantages over the ordinary style. Having longer stroke, the power is greater, making it work easier.

The base is adjustable, admitting of top being raised or lowered to any position desired.

The handle is drilled for three lengths of stroke — six, eight and ten-inch.

This is readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross-head on top.

This pump looks good, is easy to sell, and gives good service.

If you are looking for better profits and better all-round satisfaction, this is a line that makes a short line to it.

This is one, if not the best, pump made for the money. Try it.

Don't hesitate to write us at once for information and prices.

Aylmer Pump and Scale Company, Limited

Aylmer Ontario Canada

BUFFALO



Solid Oils and Greases

for
Your Harvest Trade
Prevents

Hot Boxes,
Vexatious Delays,
Loss of Time when Time means Money,
and ensures
Reduced Friction,
Smooth and Easy Running,
Satisfied Customers,
More Business,
Larger Profits.

The ONLY Oils and Greases not sold direct to the Consumer are "Buffalo Brand."

Prairie City Oil Company, Limited
WINNIPEG, MAN.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

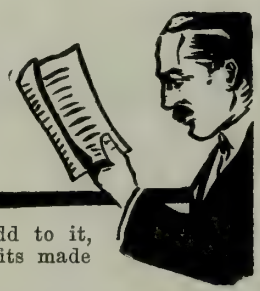
STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

Your Monthly Balance Sheet



will be pleasanter reading if you add to it, each month, a handsome sum in profits made from the sale of

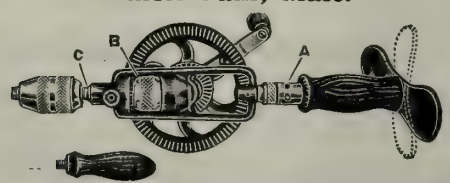
"Millers Falls"
Hand & Breast Drill No. 981

It pays to sell what everyone wants, and this Drill has so many excellent features and covers such a wide range of work that sales are easy. It is one of the few Drills made that can be used to equal advantage either as a Breast or Hand Drill, hence is applicable to pretty much all work for which Hand Drills are made.

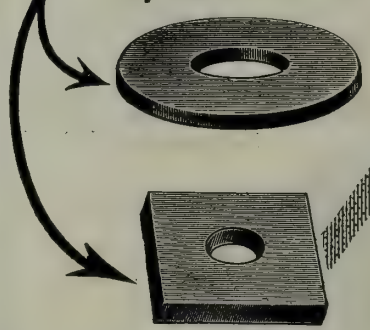
Ask us about this excellent Drill and for a copy of our New Dealers Catalogue, which we shall be glad to send you.

Mechanics are constantly asking for this Drill and others that you will find listed in our 178-page Catalogue.

MILLERS FALLS COMPANY
Millers Falls, Mass.



Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

TO THE HARDWARE TRADE

If you are not already doing so, study your own interests and order a stock of

"Maple Leaf" Brand Stitched Cotton Duck Belting

It will give you a better return for the money invested than any other kind of belting.

Get a move on among the factories in your neighborhood, and you will be convinced of the utility of stocking **"Maple Leaf."**



You should know our jobbers' prices. If you don't, write us, and we will be pleased to post you.

"Maple Leaf" is the strongest, truest running, most economical and efficient belt on the market.

Manufactured only by

Dominion Belting Co., Limited

HAMILTON, ONTARIO

Made in Canada by

The Dominion Waste Mfg. Co., Limited

Toronto

Mr. Hardware Man, it will pay you to get acquainted with our goods sold under the following brands:

Cotton Polishing: Cream, White.

White Cotton Wiping: XXX Extra, X Grand, X L C R, X Empire, X Press.

Colored Cotton Wiping: Fancy, Lion, Standard, Popular, Keen.

WASHED COTTON WIPERS

COTTON & WOOL WASTE

Wool Packing: Arrow, Axle, Anvil, Anchor.

Washed Cotton Wipers: Select White, Light Colored, Dark Colored.

Packed in Compressed Bales, 500, 200, 100, 50, 25, 10, 5 lbs.

If your jobber does not handle these brands, write for samples and prices.

Scythes & Company, Limited

Toronto **Manufacturers and Jobbers** **Montreal**

Also headquarters for Cordage, Twines, Cotton Duck, Oiled Clothing, Bags, Tents, Tarpaulins, Flags.

BROOMS
OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton



Establish a Profitable Ornamental Fence Department

Handle a line of fencing that is bound to give long continued satisfaction—fencing that not only protects but beautifies property, as well—fencing that can't help bringing more trade to your store. Such is

Peerless Ornamental Fencing

Every stay is made of strong, stiff wire that will not sag. This fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Co., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

"Certain-teed" Roofing.
Casco Brand Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.
Limited
TORONTO - - - CANADA

TRADE **CASCO** MARK
WEATHERPROOF PRODUCTS

Structural Waterproofing
Engineers and Contractors

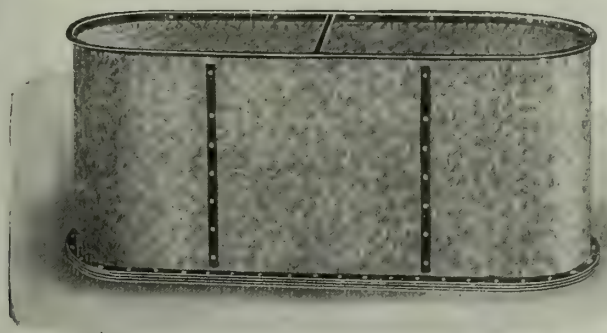
Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.
AGENTS WANTED

The Wayne

Galvanized Steel

Tanks and Troughs



Good to sell because--

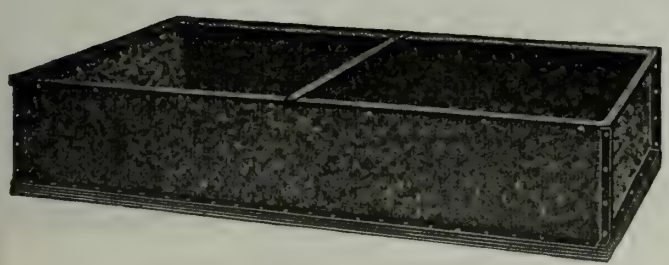
they are far superior to the old-time wooden kind.

They stand the roughest usage, and will not dry up and leak in summer or freeze and burst in winter.

They are easy to move wherever the water supply may be, and they always look good.

A trial will convince you that they are very profitable and reliable.

Write for catalog and prices.



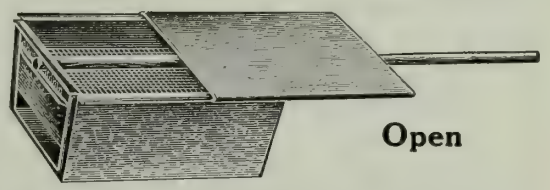
The Wayne Oil Tank & Pump Company

Woodstock, Ont.

The "Daisy" Ash-Sifter



and its home



Open

CHEAPEST ON THE MARKET



Closed

THE "Daisy" is the lowest-priced ash-sifter on the market, not because it is made cheap, but because of the splendid facilities we have in our new factory for turning out the quantity for which there is ready sale.

The "Daisy" is dustless and very easy to handle—the most satisfactory ash-sifter for all purposes.

YOUR JOBBER HAS IT

Strictly Hand-Made WASH BOILERS



These are made in all sizes and grades, in tin, copper and galvanized, with the popular Keystone Handles.
Drop a card for our catalogue.

Soren Bros.

Tin Ware Manufacturers

545-547-549 King Street West

TORONTO

Star Brand SOLES



Good to sell because they give good wear and pay good profit

We guarantee these soles to outwear all others.
We know that they're exceptionally good because we make them from our own leather.
Order from your jobber. If he cannot supply you, write us direct.

They go Splendidly with Cobblers' Outfits

BEARDMORE & CO.
Toronto TANNERS Montreal

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Halter time will soon be here



$10.00
Per Dozen
F. O. B. Peterboro

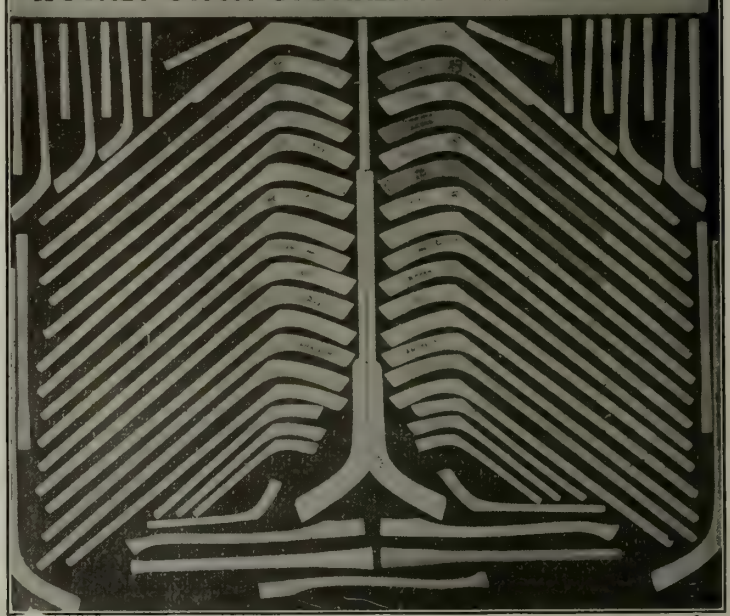
A good 1¼" black harness leather, doubled and stitched, Halter; retails at $1.25 each.

Write for our new harness and saddlery catalogue.

B.F. Ackerman, Son & Co.
Peterboro, Ont. **Regina, Sask.**

St. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



¶ We use only the best Canadian 2nd Growth Rock Elm in our stock
¶ The finish is unequalled and special care is taken in Branding.

THEY LOOK WELL, SELL WELL AND LAST WELL

Get your order in now, and avoid the Fall rush.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont.

ARE YOU GETTING all the "Yankee" Tool trade coming your way? Are you ready to hand out "Yankee" Tools when your customer is in the humor to buy? If not, you lose.



Plain Driver, No. 90.

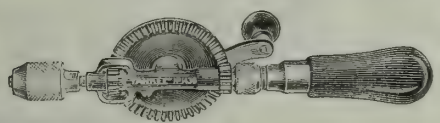

Ratchet Driver, No. 15.


Spiral Ratchet, No. 130.


Push Drill, No. 44.

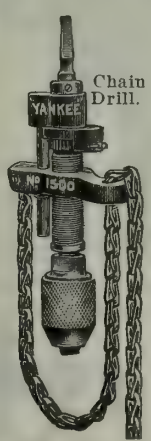


Push Brace, No. 75.


Plain Drill, No. 1430.



Breast Drill, No. 1555, with Double Ratchet.



Chain Drill.


Bench Drill.

There are now more than a hundred styles and sizes comprising the line. Most jobbers will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U.S.A.



Showing Electric Recorder

The real fault

of the credit business of any store lies not in the giving of credit, but in the keeping up of the collections —the time wasted in making out the monthly or weekly accounts, etc.

Cash is an independent thing, and the customer who pays cash religiously is not your best customer, because he or she, realizing that cash is king, and that cash will buy anywhere, is independent and becomes a bargain hunter.

The big fault of the credit business is corrected by the McCaskey one-writing system of account keeping. It, by keeping the customer continually informed as to the standing of the account, acts as an automatic collector, never allowing the account to become a burden. It forestalls bad pays.

The McCaskey Register Pays for itself many times over in one year.

Drop a card to-day, asking for full particulars, price, etc.

Dominion Register Co.

LIMITED

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON-COATED SALES BOOKS IN THE WORLD

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

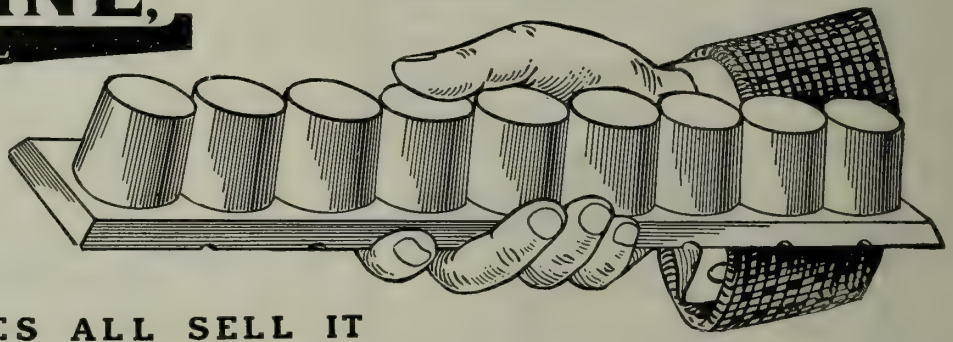
The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

SPOONER'S OPPERINE BOX METAL

NO HOT BOXES

COVERED BY LETTERS PATENT



NEVER ANYTHING BETTER

HARDWARES ALL SELL IT

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

HENCKELS TWINWORKS CUTLERY

Buy it because it is Better Value.

Razors, Pocket Knives, Scissors, Butcher Knives, Cutlery of all Kinds



SOLE AGENTS FOR CANADA:

F. W. LAMPLOUGH & CO., UNITY BUILDING MONTREAL

OUR GOODS HAVE QUALITY

Good goods cost more,
But, like the hornet,
They're all right in the end.

OUR BABBITT METALS GIVE SERVICE

We Manufacture

BABBITT METALS
SOLDER (Wire or Bar)
LEAD PIPE
BLOCK LEAD
BAR LEAD
TRAPS and BENDS
BRASS FERRULES
SOLDERING NIPPLES, ETC.



And Carry in Stock

ALL INGOT METALS
PLUMBERS' SUPPLIES
GALVANIZED AND BLACK IRON PIPE
ENAMELED BATHS, SINKS, BASINS, LAUNDRY TUBS, BATHROOM FITTINGS

WRITE FOR PRICES YOU WILL FIND THEM INTERESTING

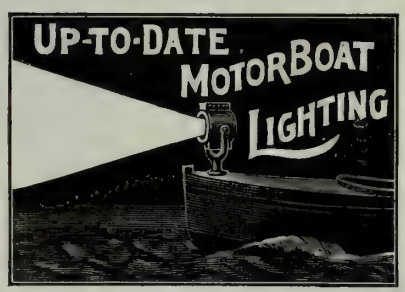
THE CANADA METAL COMPANY, LIMITED

Head Office: TORONTO Branch: MONTREAL Factories: WINNIPEG

HARRIS HEAVY PRESSURE THE ONE BEST BABBITT METAL, GIVES BEST RESULTS TO THE HARDWAREMAN

HENRICKS' Magnetos and Lighting Outfits

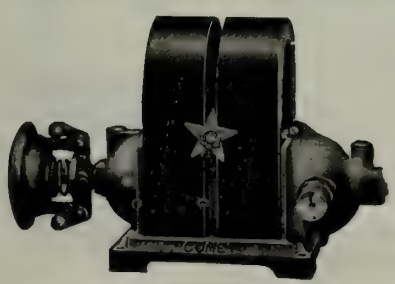
WILL MAKE MONEY FOR YOU.
OVER 50,000 IN USE.



Sell them on the engines you sell, and to go on all the engines in your territory. Sell lighting outfits for motor boats and automobiles.

Note This:

For every one of these magnetos you sell, you will make as *large* a *profit* as you would from selling 200 dry cells and your customers will be better satisfied.

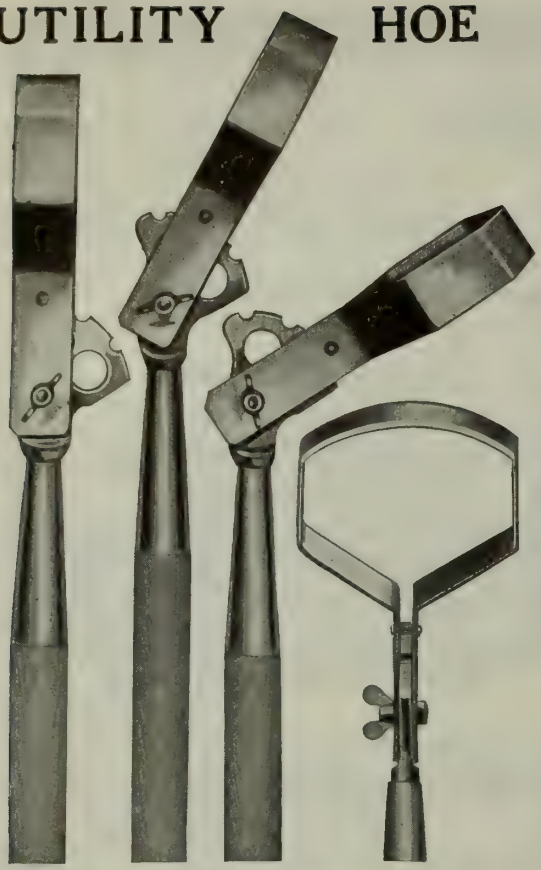


Fully Guaranteed. Write for Particulars.

HENRICKS NOVELTY CO.

1539 St. Paul Street, - INDIANAPOLIS, IND.

THE UTILITY HOE



The UTILITY hoe is made in two sizes—four and six-inch blades. Each blade has two cutting edges. The blades are made of 1⅛-inch ribbon steel and can be adjusted to suit the heighth of the operator. The shank castings are malleable. Every hoe is equipped with a first-class handle.

Write for Booklet

Henderson & Richardson—Board of Trade Bldg. Montreal



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



R. E. Bloomer

Keithsburg, Illinois

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

SPARK PLUGS that Canadian Dealers will find very profitable



AJAX SPARK PLUGS

A standard form of Spark Plug construction, using conical type porcelains and best mica insulation. We have made the same goods in the same way for years, and have not found it necessary to change. The sparking points are non-corrosive, and will not disintegrate with heat.

SPECIAL LONG PLUGS
of most improved type

These styles should be carried by all dealers, as they satisfy an increasing demand for certain makes of engines. For Special ½-inch Plugs have an extra long body, admitting of ready wrench manipulation.

Just try these plugs. They'll speak so loudly for themselves that you'll order more.



STAR SPECIALTY MFG. CO., 227 West Erie Street, Chicago, U.S.A.

TRADE MARK

NINE LIVES



Put the

"Black Cat" Batteries

(Nine Lives)

in your army of big money-makers

The value that's in them will enable you to command the largest flashlight and battery sales in your vicinity.

"Black Cat" Goods Cost Less Because They Last Longest

They're the **Real Canadian Kind,** and are backed by a Canadian **"satisfaction or money back" guarantee.** When you buy these goods you keep **all** the money in your own country, and you give your customers the utmost satisfaction.

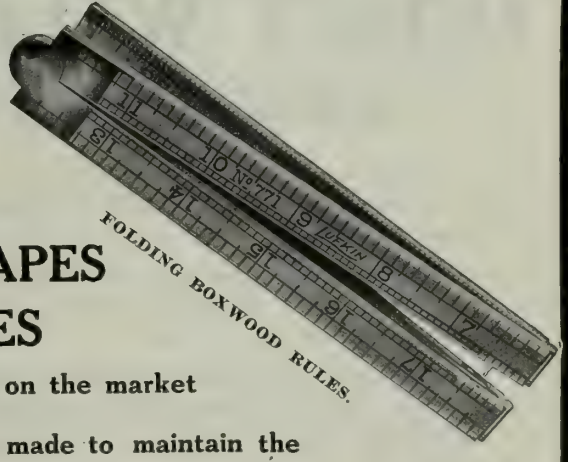
Order from your jobber. If he cannot supply you, write us direct.

CANADIAN CARBON COMPANY, Ltd.

96 West King St., TORONTO





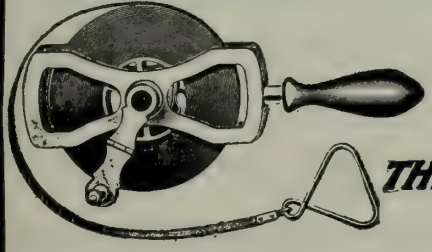


MEASURING TAPES
STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

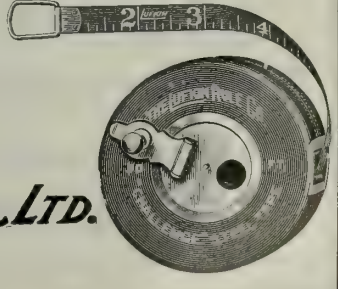
GOODS UNDER THE LUFKIN TRADE-MARK



Need no introduction.

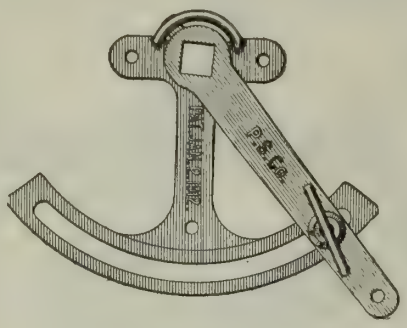
They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



The Quadrant is made of malleable iron and malleable iron galvanized in four sizes for square rods: 3/8", 1/2", 3/4" and 7/8".

50% of Your Time and Labor Saved— A Better and Neater Job—

these are only two of your advantages when you use Parker's Damper Quadrant—the one perfect and practical device for controlling dampers and deflectors.

This device is simplicity itself. It has but two parts —lever and frame. The lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs, nuts, etc.

In use in some of the world's greatest buildings — buildings like the Woolworth, Municipal and Hudson terminal in New York; Bureau of Engraving and Printing Building in Washington, etc., etc.

We have a booklet which illustrates and describes the Quadrant in detail. Would you like to have a copy?

Parker Supply Company

Manufacturers of Engineers' and Sheet Metal Workers' Specialties

521 West 45th Street **New York**

MONEY WALKS

as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only. is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co. LIMITED

P. O. Box 2186 H Winnipeg, Man.

CALGARY, ALTA. Sheet Metal Mfg. Co., Ltd.

EDMONTON, ALTA. Edmonton Metal Works Ltd.

A Demonstration Makes a Sale



MAXIM SILENCER

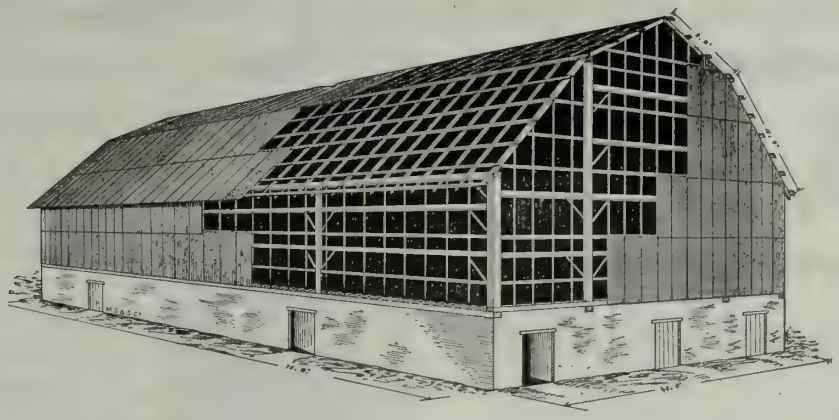
The Maxim Silencer has aroused more interest and received more publicity than any other invention in the firearms field for years. This insures numerous and steadily-growing sales to the dealer who sells it—and makes known to his customers the fact that he sells it.

We help you sell and demonstrate the Maxim Silencer in your store. We furnish you, without charge, with a striking store sign, folders, and other helps. And we advertise persistently in sporting and outing papers, farm journals and other publications which reach rifle owners in city and country.

You can sell a Silencer with every rifle bought in your store —in addition to selling present rifle owners in your territory. Every sale means an extra profit.

Ask your jobber; or write to us for full particulars, prices and discounts.

Maxim Silencer Co., **104 Huyshope Ave.**
Hartford, Conn.



War Conditions Make Dealers Careful About Stocking Up

Push a line that you do not need to even stock, that you can sell till the snow flies and make quick money on every turn-over. War or no war, roofs have to be covered and the rural trade will have plenty of money to spend with food-stuffs high.

There is a big field for these high-grade building materials.

We pay LIBERAL COMMISSIONS to agents.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

Sell quickly and make friends for you because they are the best value a man can get to cover his buildings with. They pass the hardest tests and stand the test of time.

We co-operate with you and assist you in placing your business. Our deliveries are prompt and your orders are correctly filled.

Why not send for our agency proposition now?

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Head Office : PRESTON, ONTARIO

FACTORIES AT
MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg

How we help you sell more

YALE

Padlocks—three big helps!



LIVE ADS for NEWSPAPERS

Advertisements that will get attention and hold it until you have said your say. In plate form all ready to print, or just the pictures, as you prefer. The use of these advertisements will bring new and old customers into your store.

MAGAZINE ADVERTISING

The magazines each month carry the Yale story into the homes of those whom you sell. We are making the name "Yale" a selling force for you. Nothing on your shelves is better known and more highly thought of by the trade you seek than Yale Products. Our advertising has been largely responsible for this.





ATTRACTIVE CAR CARDS

Signs for your street cars, playing up the Yale goods you sell, have a wonderful trade-pulling power. They catch the man who needs a lock, a night latch or a door closer going and coming and send him to your store. They make our *national* Yale advertising a *local* Yale advertising. We'll furnish the cards if you'll furnish the street cars.

Three other important ways in which we help you to sell more Yale Products are with Window Displays, Clever Lantern Slides, and Display Boards. Ask our Dealer's Advertising Service to send you detailed information about any or all of the above.



Canadian
Yale & Towne Limited
Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers.
GENERAL OFFICES and WORKS
ST. CATHARINES, ONT.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE CSB CO MARK **NEW YORK**



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

A Product Without A Peer

KEYSTONE COPPER BEARING SHEETS

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

BLACK AND GALVANIZED

AMERICAN SHEET & TIN PLATE CO. COPPER BEARING STEEL TRADE MARK REGISTERED KEYSTONE

Rust Resisting **Anti-corrosive**

For making tanks, stacks, roofing, gas holders, culverts and all sorts of pipe, flumes and conveyors, our **Keystone Copper Bearing Steel Sheets** are superior to anything on the market to-day. Copper in the steel makes it resist rust and defy corrosion.

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

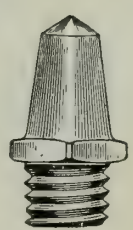
Traders Bank Building
TORONTO

Get Your Trade Acquainted with RED TIP Calks and Shoes

They're Rattling Good Fall and Winter Sellers



No. 5



No. 4

IRON—"B" PATTERN
Sold Drilled or Calked



The best Iron Shoe on the market for general utility purposes. This shoe is made of selected stock, double refined, and is creased to prevent snow from balling in hoof.

Every horse-owner would use Neverslip Red Tip Calks and Shoes if he knew what a saving they effected, and the protection they afford his horses when the roads and streets are coated with ice.

Neverslip Red Tip Calks stay sharp a long time and when they do become dull they can easily be replaced by new ones at small cost. All horseshoers use and recommend them.

Neverslip Calks are not to be confused with inferior imitations. We protect the dealer and user. They are marked with a Red Tip to distinguish them from other brands. Protect yourself by looking for the Red Tip.

Our booklet T gives full details. We will send it immediately upon receipt of your request. Drop a card now to our Canadian Office.



CAN CHANGE IN TWENTY MINUTES.

The Neverslip Manufacturing Company

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



People must use MAZDA Lamps this year

Hundreds of families have let the old-fashioned carbon lamps remain because, after all, a dollar or so more in the light bill doesn't mean much to the thoughtless and improvident. But this year **everybody** is going to cut out every cent of waste that can be detected. Their carbon lamps are going—sure.

That dollar or two they can save in the light bill is going to mean too much to neglect any longer. Be ready to sell them

Northern Light Mazda

They cut the cost of current to bed-rock, and your customers will be delighted to find their economy of money brings them a luxury of light—75% more than carbons.

NORTHERN LIGHT MAZDA come packed 5 in a handy carton—the most attractive and sales-making carton on the market.

Every lamp is backed by the Northern Electric guarantee of quality.

Write us for prices and be prepared to cash in on a Mazda demand that will be unprecedented.

Northern Light
MAZDA LAMPS

Northern Electric Company
LIMITED

Montreal	**Winnipeg**	**Edmonton**
Halifax	**Regina**	**Vancouver**
Toronto	**Calgary**	**Victoria**



Canada's
Oldest
Wholesale
Hardware
House

Frothingham & Workman

LIMITED

407 to 409 St. Paul Street - - MONTREAL

Goods: - - - Everything New

Stock: - - - - A Fine Assortment

Deliveries: - - - Prompt

NEW SAMPLE ROOM EQUIPMENT
THE FINEST IN CANADA

Mail Orders Receive Special Attention



ARCTIC METAL

The babbitt that wears well. Have you tried it? Get a sample box from your dealer and prove it.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Natural Gas Goods

of every description

at

T. F. Bermingham's
20 John Street South, Hamilton, Ont.

Turpentine Producers' Agency

Importers of Turpentine

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For

BADEN LINSEED OILS

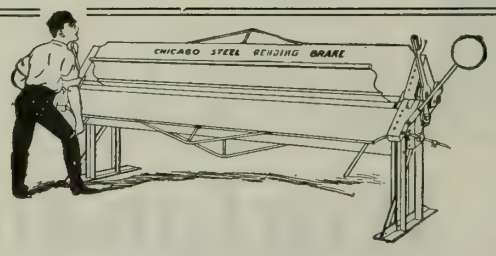
261 Macdonell Ave. **Toronto, Ont.**

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled
and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA



CHICAGO STEEL BENDING BRAKE

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

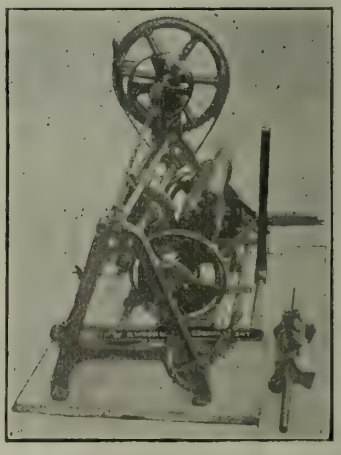
The Steel Bending Brake Works Ltd. Chatham, Ont.

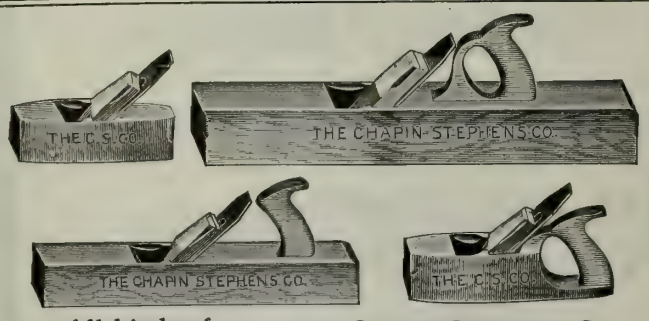
THE IDEAL LAWN MOWER GRINDER

Will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by

R. Woon & Co., Oshawa, Ont.



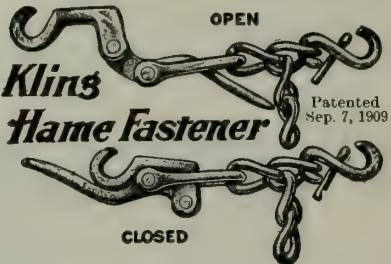


All kinds of
WOOD
Planes

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

Every Horse Owner Buys at Sight



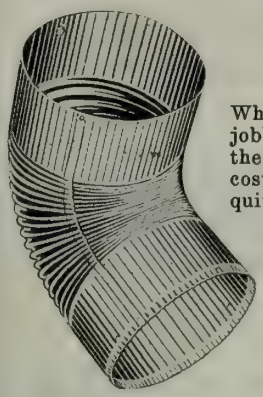
The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.



O-RIB-O Elbows

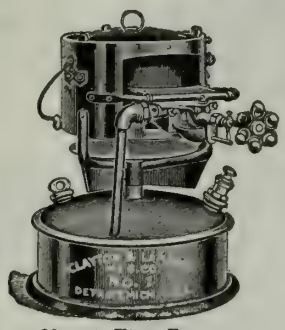
(MADE IN WINNIPEG)

When ordering your elbows, ask your jobber for O-RIB-O make, and get the best elbow made anywhere. They cost no more than other elbows not quite so good, and you will agree with us that they are the best you ever saw.

Be sure to specify O-RIB-O.

O-RIB-O MANUFACTURING COMPANY, LIMITED
233 SPADINA AVENUE, WINNIPEG

HIGH-GRADE MECHANICS USE HIGH-GRADE TOOLS



No. 1 Fire Pot

Clayton & Lambert Fire Pots and Torches are used everywhere by mechanics who are masters of their craft. It is easy to prove our claims of high quality and low fuel cost by asking the users of our tools. They will tell you they can do their work quicker and better, with a big saving of fuel expense. Remember, you buy gasoline often, but a Fire Pot or Torch only occasionally.

Jobbers will supply at factory price.

Send for Catalog—it's free.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U. S. A.

YOUR GUARANTEE

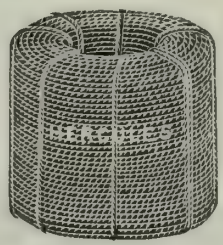


Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶Send for our new Catalog G.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 ONTARIO STREET, TORONTO, CANADA

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

DRIVE WELL POINTS



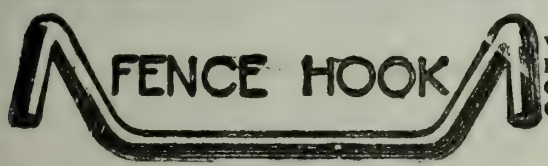
All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

Canadian Factory: Hamilton, Ont.

Vancouver Branch: 109 Powell St.

The Farmer is Prosperous
Get His Business

This will be the biggest year in a decade for the farmer. Prices for wheat and produce are sky high. This year the farmer will be building new barns, new sheds, new fences, new wells. The most progressive farmers will use concrete made with

Rogers' Portland Cement

They are good customers—these progressive farmers. They believe in Rogers' Cement and back their belief with their trade. By our plan you can carry the cement trade of your district with a small stock. Write for it.

ALFRED ROGERS, LIMITED, 28 West King St., Toronto

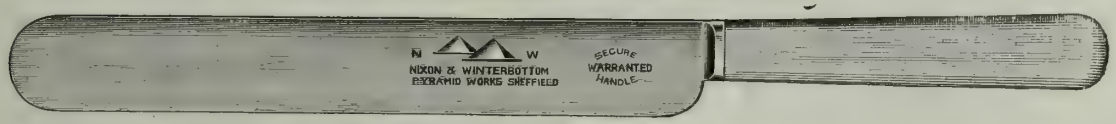
N. J. DINNEN & CO., Western Sales Managers, WINNIPEG, MAN.

AS OLD AS THE PYRAMIDS?

TRADE MARK

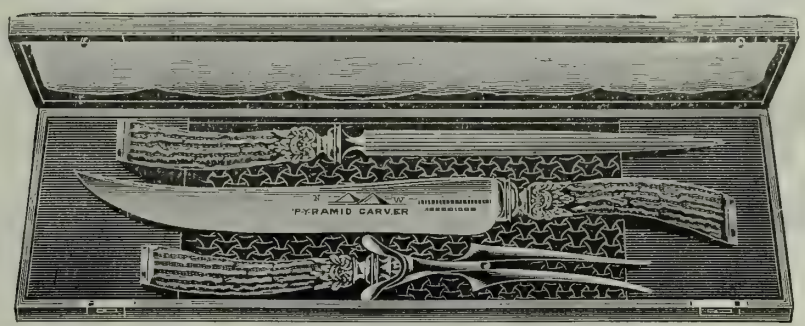
N W

"PYRAMID" CUTLERY



NOT QUITE! BUT COME TO STAY

A FULL LINE

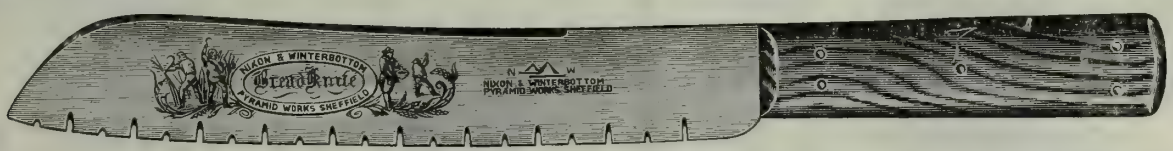


ALWAYS RELIABLE

CELLULOIDS SHELL GOODS
BREADS FARRIERS RAZORS
CARVERS BUTCHERS
PUTTIES PALETTES

WE ARE MAKERS AND KNOW THE GOODS

Nixon & Winterbottom Ltd., Pyramid Works, Sheffield, England

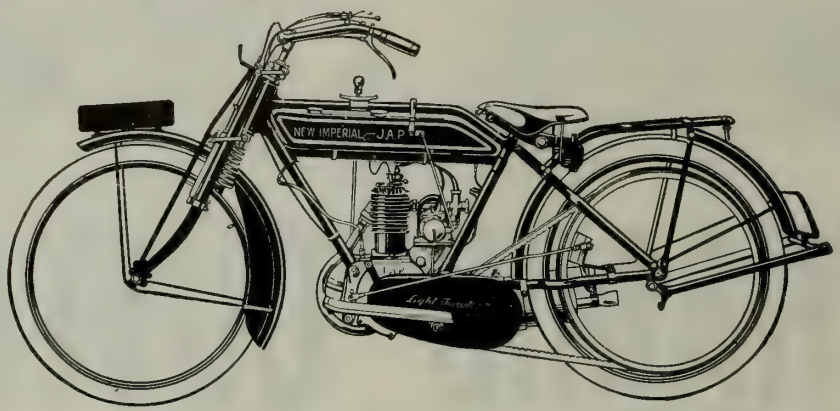


OF ALL JOBBERS IN THE DOMINION

New Imperial light tourist 2½ H.P. (FULL)

Price 31 guineas

Special Packing for Export.



Complete with:—
Famous J.A.P. Engine.
70 x 76=293 c.c.
Dunlop Tyres and Belt.
Bosch Magneto.
B & B. or Amac Carburetor.
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Druid Spring Forks.
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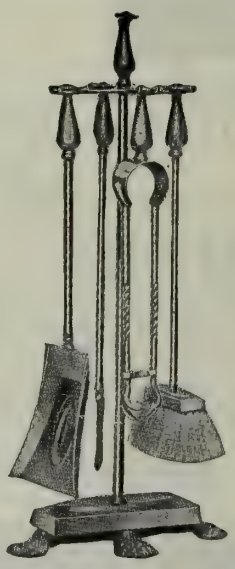
The "New Imperial Light Tourist" has been designed to meet the demand for a **Perfectly Reliable Solo** machine, and the great demand for this Model denotes the complete success of this object.
The "Light Tourist" combines with—SPEED OF THE ROAD—EASY STARTING AND CONTROL; SUPREME CAPACITY FOR HILL CLIMBING; CAPACITY FOR PROLONGED AND ARDUOUS TOURING; ECONOMY ON PETROL (130 to 150 miles to the gallon), oil and Tyres; COMFORTABLE RIDING POSITION; COMPACTNESS AND ACCESSIBILITY **WITH PERFECT** DEPENDABILITY. Its weight is about 130 lbs.; ground clearance from Engine about 6½"; speed on bottom gear 2 to 20 miles; speed on top, 10 to 45 miles per hour.

Only components by world-famed makers are embodied in its construction, this ensuring that our own unstinted efforts of design and construction are fully backed up. The machine is beautifully finished, and each one is carefully TESTED before leaving the Works. Remember, it will go anywhere at any time, and opens up a new world enterprise for the up-to-date dealer. The above facts are fully borne out by the recent splendid successes of this Model in competitions, viz.: APRIL—Birmingham to Weymouth and back (313 miles), 1 Silver, 1 Bronze Medal; Wolverhampton Hill Climb, FIRST and SECOND, and also fastest time. MAY—Liverpool Trial, Silver Medal; Lancaster Trial, FIRST, beating all comers of much higher H.P.; Birmingham to Lands End and back (610 miles), GOLD medal (only Lightweight to secure premier award); North Western Hill Climb, fastest time. JULY—Six Days' Trial, 2 New Imperial finished, one gaining award—only 4 machines under 300 finished, TWO being New Imperials; Colwyn Bay Speed Trials, FIRST, Class I.; FIRST, Class XIV.; Folkestone Hill Climb, FIRST; Streatham Hill Climb, Class 1B, FIRST; Class 2B, FIRST.
N.B.—The "Light Tourist" is only a sample of value of the "New Imperial" 3½, 4½, and 6 and 8 Twins.
TERMS: Cash against Bills of Lading, Liverpool; or 25% Cash with order, balance against Bills of Lading.

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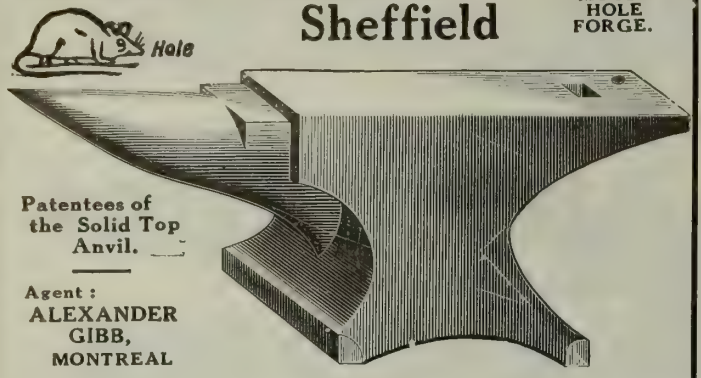
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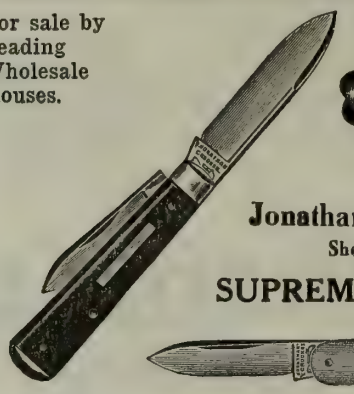
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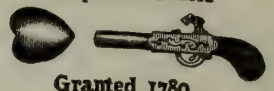
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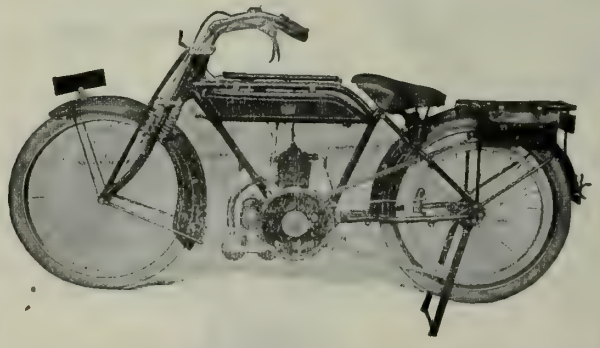
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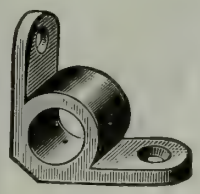
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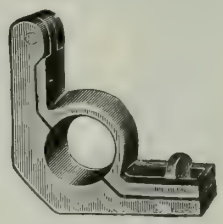
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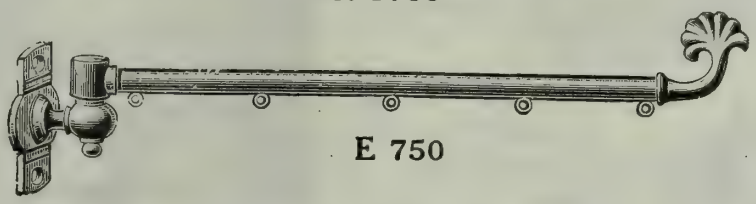


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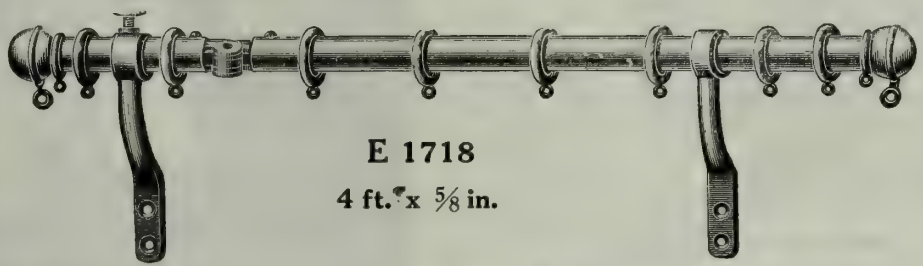


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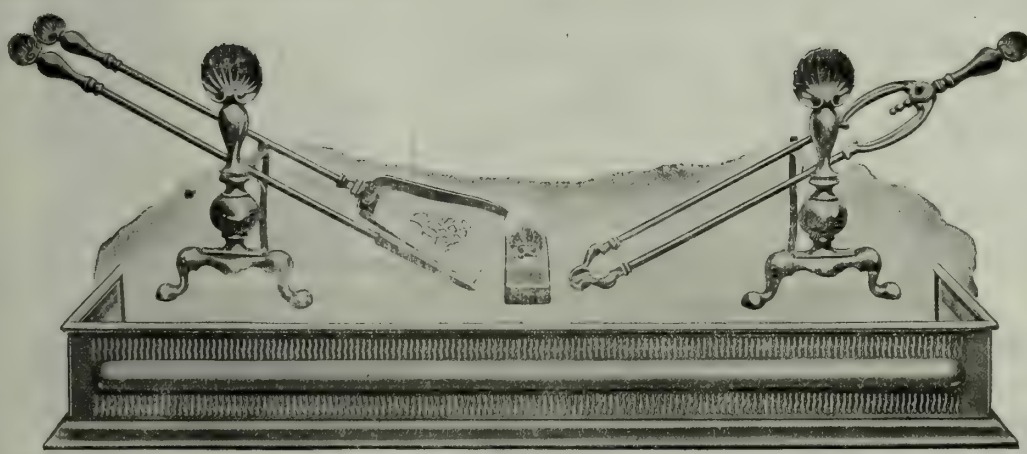


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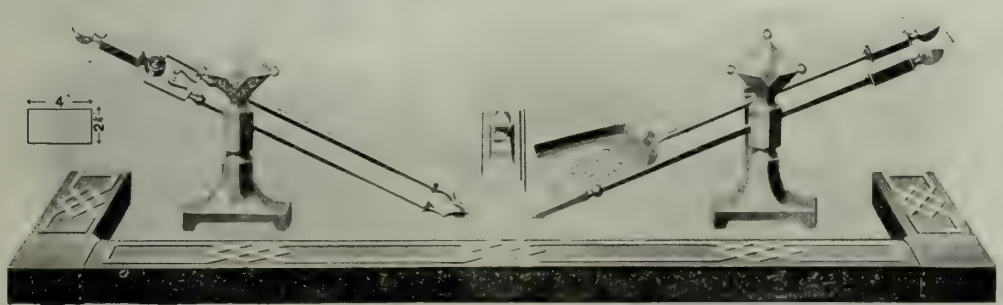
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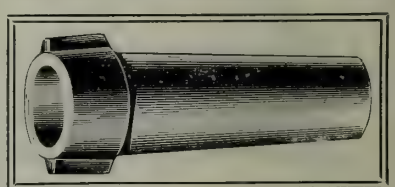
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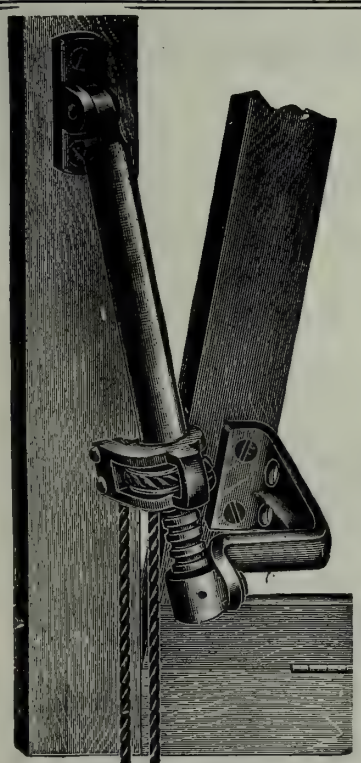
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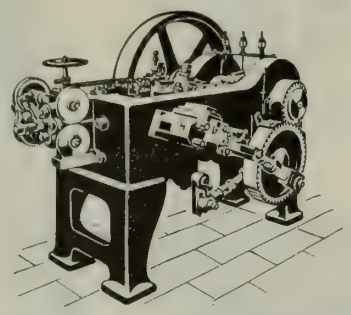
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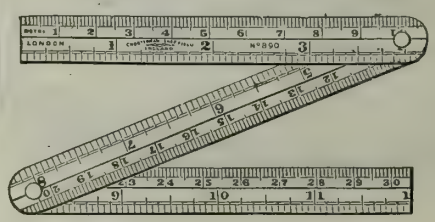


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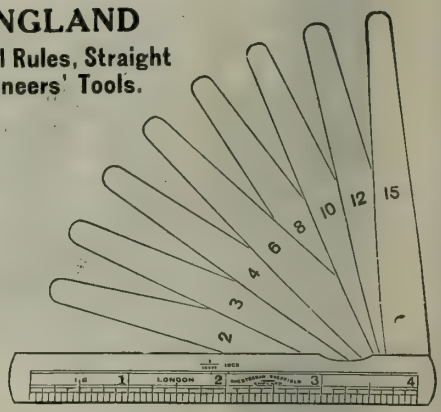
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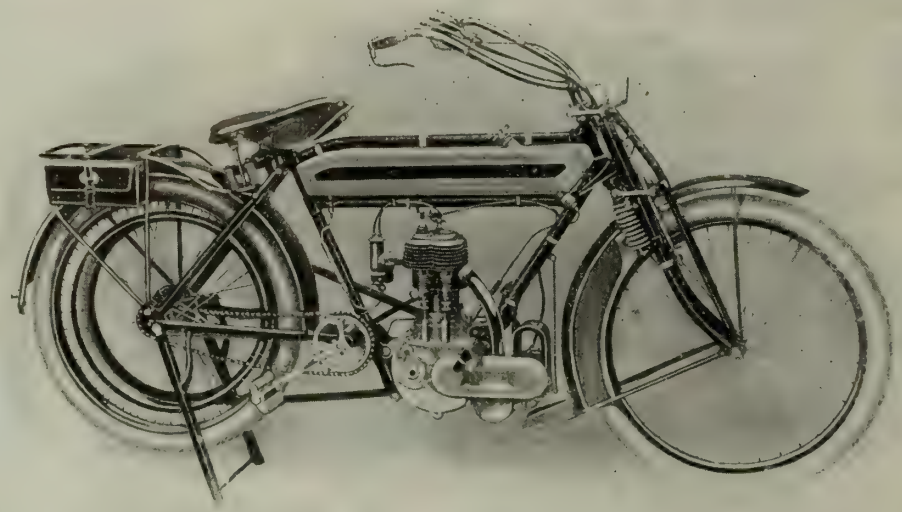
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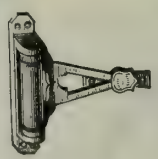
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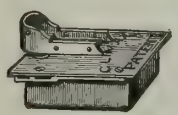
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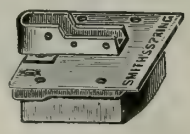


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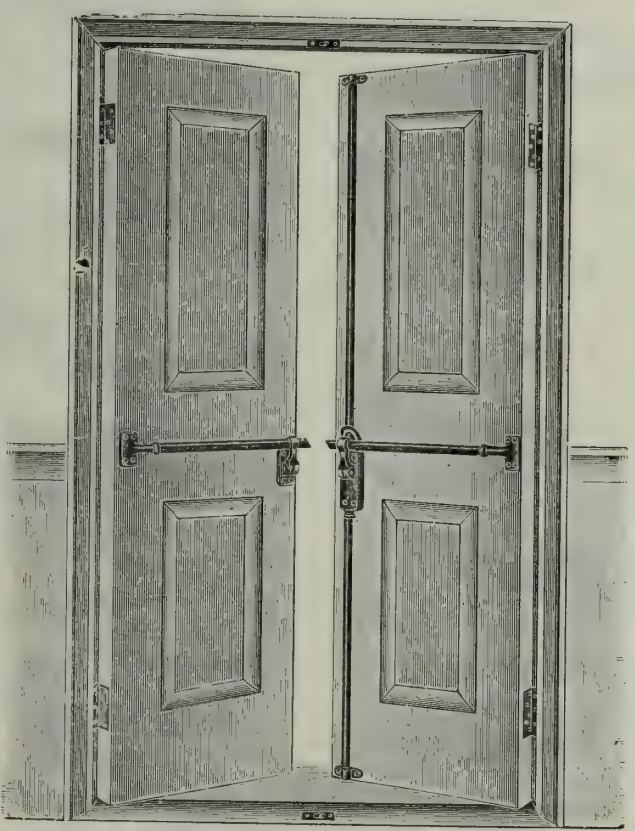
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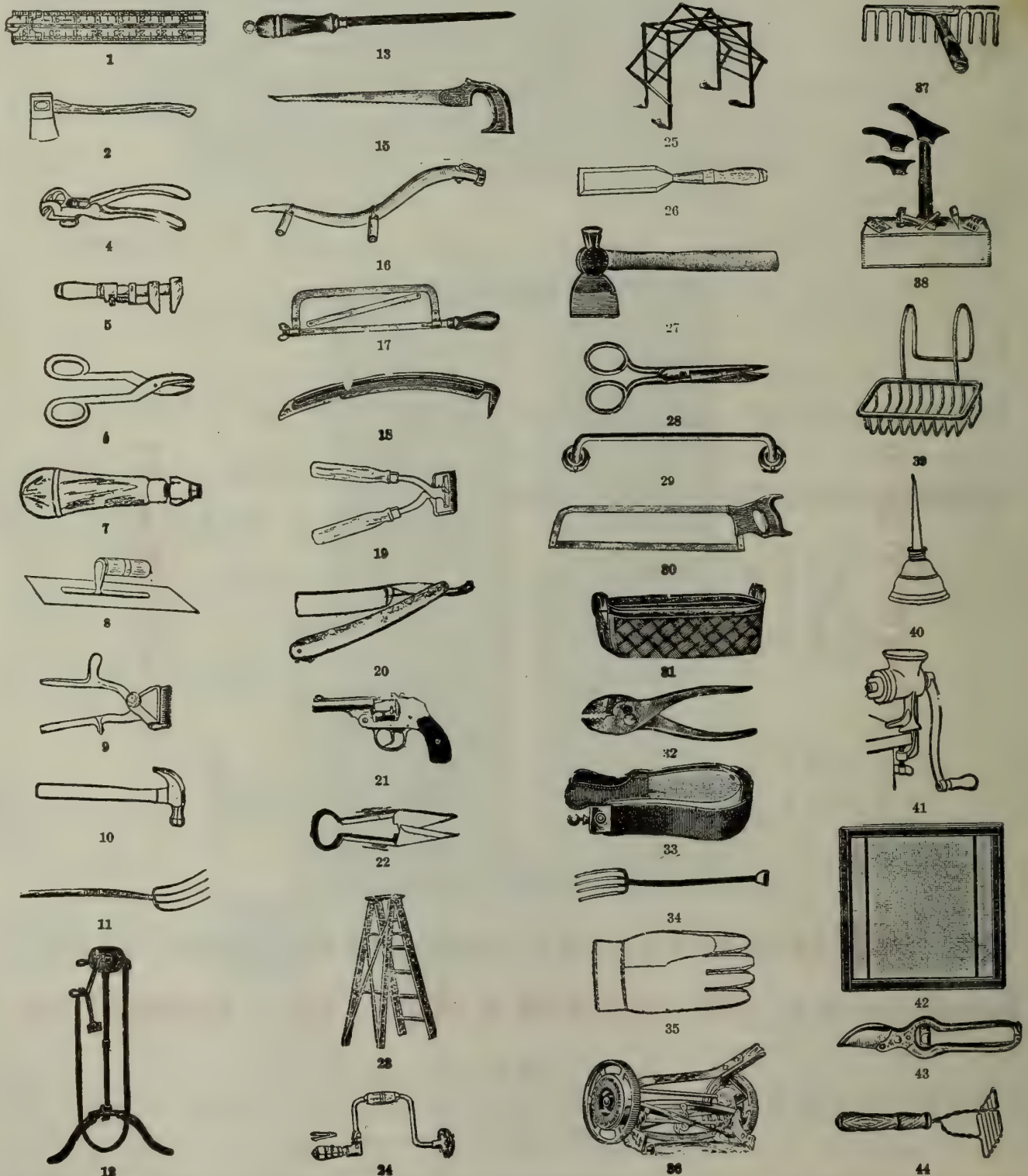
Sold in Canada by:

TEES & PERSSE LTD., Calgary Edmonton, Saskatoon Regina, Moose Jaw and Winnipeg

F. D. C. RICHARDS, Toronto

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.

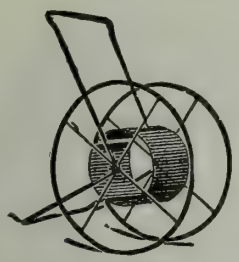


HARDWARE AND METAL ELECTRO SERVICE

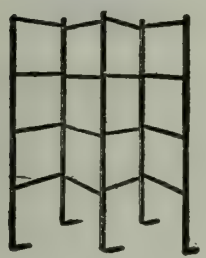

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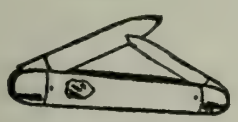

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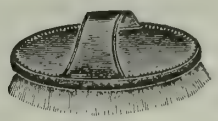

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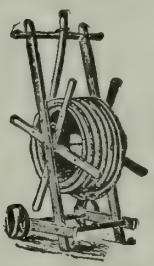

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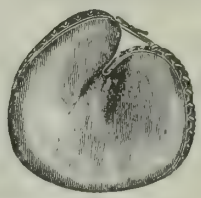

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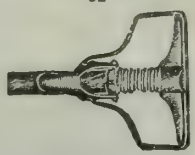

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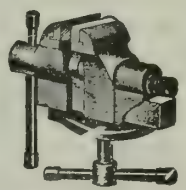

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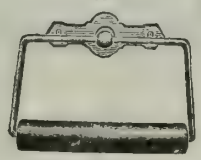

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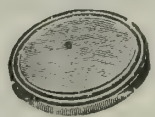

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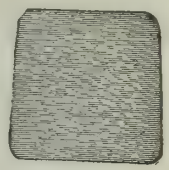

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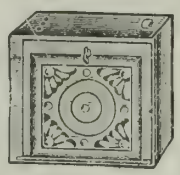

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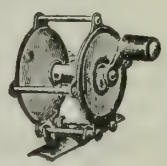

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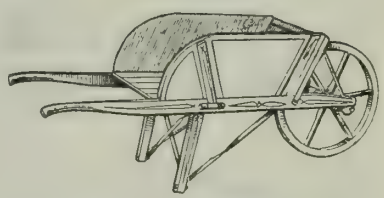

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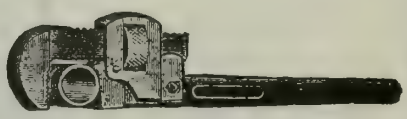

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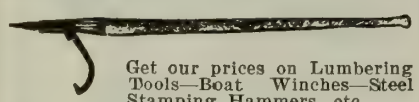
Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Sellind Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks. New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

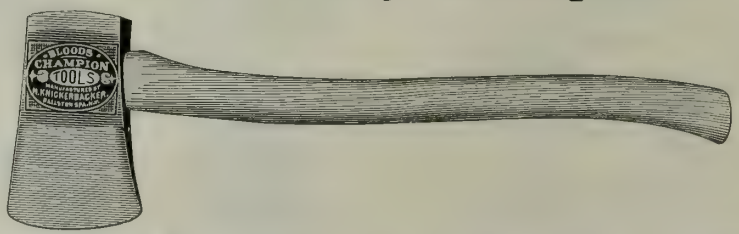
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

When writing advertisers, kindly mention having seen the ad. in this paper.

Our Assortment of Axes and All Lumbermen's Tools is Very Complete

Why not send us a trial order?

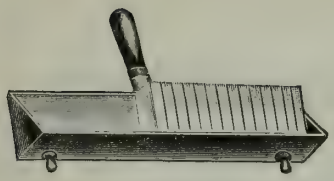


Satisfaction Guaranteed.

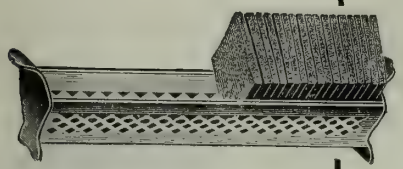
Thomas Birkett & Son Co., Limited, Ottawa, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



W. H. SWEENEY MFG. CO. BROOKLYN, N.Y.
ALUMINUM BRASS
SWEENEY WARE
TRADE MARK
COPPER NICKEL
Established 1876

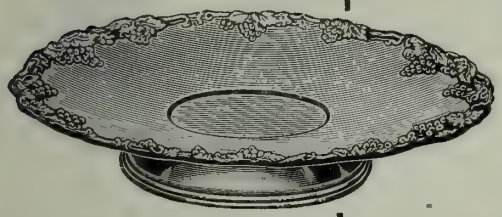


Sugar and Cracker Containers
Toast Racks
Cracker and Cheese Trays
PERCOLATORS
Coffee and Tea Pots
Crumb Tray Sets
CASSEROLES
Bathroom Fixtures
Tea Kettles
Tea-Ball Tea Pots
TRAYS
All Styles—All Sizes.

A Few of Our New Holiday Suggestions.



W. H. Sweeney Mfg. Co.
30 Main St.
Brooklyn, N.Y.



WRITE FOR PRICES.

We Keep in Stock a Complete Line of Repairs for the Following Plows:

GILLIES & MARTIN, Nos. 3, 4A, 4B, 5A, 7, 17, 21, Tolton, Hill's Patent, Two-Furrow, No. 20, Small Twin, Milloy Nos. 1 and 2.

FLEURY, Nos. 8, 10, 12, 13, and 21.

FROST & WOOD, Nos. 6, 8, 15, 18, 20, 21, 30, 2-Furrow Gang, Crown Gang, and Side Hill.

COCKSHUTT, Nos. 3, 5, 21, Kangaroo, Nip, Beaver, and Small 2-Furrow Gang.

WILKINSON, Nos. 3, 4A, 5, 7, Small 2-Furrow Gang.

VERITY, Nos. 3, 4, 5, 7, 21, Imperial and Imperial Jr.

PERRIN, Nos. 18, 19, 20.

PERCIVAL, Nos. 5, 7, 8, 9, 10, 12.

TARA, Nos. 3, 5, 7.

Bruce Agricultural Works

TEESWATER, ONT.

GRIFFITH'S HORSE SPECIALTIES
TRADE MARK

WE BRING BUSINESS TO YOU

—By consumer advertising well placed in leading farm journals.

—By fac-simile typewritten letters sent to lists supplied by dealers.

—By the distribution of well-written Booklets to farmers, on such subjects as "How to Tie That Horse," etc.

—By loaning electros to dealers who want them for advertising purposes.

These are some of the ways we are helping or can help **YOU** sell more halters.

Get business coming faster—write for the service that will help you most—do it to-day.

Catalog showing over thirty lines of halters sent on request.

G. L. Griffith & Son

STRATFORD, ONT.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

SITUATIONS WANTED

LIVE HARDWARE MAN DESIRES POSITION with either wholesale or retail firm, having had seven years' experience with both, at present employed as manager of hardware department. Best of refereuces. J. W. McCulloch, Greenwood, B.C. (34)

FOR SALE

"HARDWARE" OLD ESTABLISHED, VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (36)

AGENCIES WANTED

AGENCIES WANTED—AN ESTABLISHED company in Montreal, with offices and first-class organization, want selling agencies on commission. A chance for any line of business to open agency, with no expense except commission on goods sold. Best of references. Write C. S. L., P. O. Box 1361, Montreal. (37)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

FOR SALE

A solvent Hardware Business in Ottawa doing about $18,000.00 turnover. Stock, Fixtures and Rolling-stock valued between $5,000 and $6,000. Address to

Box 125,

Hardware and Metal

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

Atlas 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

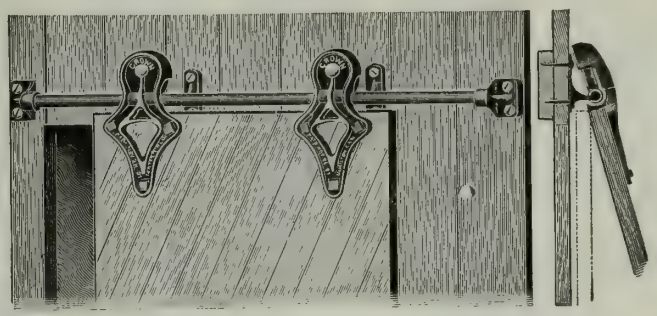
Town ..... Province .....

The "Crown" Round Track

B. D. Hanger easily adjusted

Guaranteed Quality **Reasonable Price**

The centre supports are readily adjusted after the end brackets are put up, which is a great improvement over the old style of riveted supports.







"STORM KING"
B. D.
HANGER

For flat track B. D. Hanger use "Storm King" *(Steel)* or "Safety" *(Malleable).*

Nothing Better in Style, Quality and Price

Safety Door Hanger Co., Ltd., Hamilton, Ont.

FOR SALE BY LEADING JOBBERS



"X Cell" Batteries Satisfy



Threshers will soon require batteries. Arrange to supply a line that gives real service—**"X Cell."**

Order from your jobber.

Flash lamps, because of convenience and safety, are needed on farm and in town. Display this line and watch sales come.

YOUR JOBBER HAS THEM

THE CANADIAN CARBON COMPANY OF WINNIPEG
WINNIPEG, MAN. **LIMITED**

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasives.
The Carborundum Co., Niagara Falls, N.Y.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum Ware
Sheet Metal Products Co., Toronto.
Northern Aluminum Co., Toronto.

Ammunition
Dominion Cartridge Co., Ltd., Montreal, Que.
Ross Rifle Co., Quebec, Que.
Whites, Ltd., Collingwood.
Nobel's Explosives, Winnipeg, Man.

Annealed Tinned Mattress.
Colonial Wire & Mfg. Co., Montreal, Que.

Annunciator Systems.
Northern Electric Co., Montreal.

Arbors.
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Architectural Varnishes and Japans.
Brandram - Henderson, Ltd., Montreal.

Armored Conductors.
The Flexible Conduit Co., Guelph, Ont

Arms.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels, Toronto.

Asparagus Knives.
Chapin-Stephens Co., Pine Meadow, Conn.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Russell Jennings Co., Ltd., St. Catharines.

Augers, Ship.
Ford Auger Bit Co., Holyoke, Mass.

Automatic Boring Machines.
Millers Falls Co., New York, N.Y.

Auto Sheet Metal Parts.
Burrowes Mfg. Co., Toronto.

Auto Accessories.
Frank Mossberg Co., Attleboro, Mass.
Prairie City Oil Co., Winnipeg, Man.

Awning Cord, Cotton.
Hamilton Cotton Co., Hamilton.

Axes.
H. S. Howland Sons & Co., Toronto.
Thos. Pink Co., Pembroke, Ont.

Babbitt Metal.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Alonzo Spooner Co., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bags.
Scythes & Co., Ltd., Toronto.

Bale Ties.
The Steel Co., of Canada, Ltd., Hamilton.

Bake Boards.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Co., Toronto.

Ball Bats
St. Mary's Wood Specialty Co., St. Mary's.

Bar Iron.
The Steel Co., of Canada, Ltd., Hamilton.

Barn Roof Lights.
Metallic Roofing Co., Toronto.

Bar Supplies.
Canadian Rogers Co., Toronto.

Base Burners.
Bowes Jamieson, Ltd., Hamilton.
The D. Moore Co., Ltd., Hamilton.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.

Batteries, Electric.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Montreal.
Canadian Carbon Co., of Winnipeg, Winnipeg.

Bells and Gongs.
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Dominion Belting Co., Hamilton.

Belt Fasteners.
Dominion Belting Co., Hamilton.

Belting, Stitched Cotton Duck.
Dominion Belting Co., Hamilton.

Belting Leather
Beardmore & Co., Toronto.

Belt Fasteners.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Belting Cotton.
Dominion Belting Co., Hamilton

Beltings, Rubber.
Goodell Pratt Co., Greenfield, Mass.

Bench Grinders.
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes.
Goodell-Pratt Co., Greenfield, Mass.

Bending Brakes, Heavy Plate.
Steel Bending Brake Works, Chatham.

Bending Brakes, Steel.
Steel Bending Brake Works, Chatham.

Bends, Lead.
The Canada Metal Co., Ltd., Toronto.

Bicycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx, New Haven, Conn.

Bit Braces.
Millers Falls Co., New York, N.Y.
Stanley Rule & Level Co., New Britain, Conn.

Bit Extensions
Ford Auger Bit Co., Holyoke, Mass.

Bits, Car.
Ford Auger Bit Co., Holyoke, Mass.

Bit Holders.
Millers Falls Co., New York, N.Y.

Block Tin.
Canada Metal Co., Ltd., Toronto.

Boards, Glass Cutting.
The Lufkin Rule Co., of Canada, Windsor.

Boat and Mill Machinery.
Thos. Pink Co., Pembroke.

Boilers.
Bowes Jamieson, Ltd., Hamilton.
Gurney Fdy. Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts and Nuts
Canadian Tube & Iron Co., Montreal, Qut.
London Bolt and Hinge Co., London.
Northern Bolt & Screw Co., Owen Sound.
The Steel Co., of Canada, Ltd., Hamilton.

Bone Drop.
Wilckes Martin Wilckes, New York.

Boring Machines.
Ford Auger Bit Co., Holyoke, Mass.

Box Openers.
Bridgeport Hdwe. Corporation, Bridgeport, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal, Que.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.

Brakes, Power.
The Steel Bending Brake Works Chatham.
Brown Boggs Co., Hamilton.

Brass Pipe and Tubes.
Jas. Morrson Brass Mfg. Co., Toronto.

Brass Sheets.
M. & S. Samuel Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert, Detroit, Mich.

Bread Mixers.
E. T. Wright Co., Ltd., Hamilton.
Landers Frary & Clark, New Britain, Conn.

Brushes.
A. Ramsay & Son Co., Montreal

Brush, Paint.
Sanderson Pearcy Co., Toronto.

Builders' Tools and Supplies
Caverhill Learmont & Co., Montreal.
P. & F. Corbin, New Britain, Conn.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Taylor-Forbes Co., Guelph.
Richards-Wilcox Canadian Co., London.
Whites, Ltd., Collingwood.
Canadian Yale & Towne, St. Catharines.
National Hardware Co., Orillia.
Belleville Hardware & Lock Co., Belleville.

Builders' Hardware.
Caverhill Learmont & Co., Montreal.
Whites, Ltd., Collingwood.
Lewis Bros., Ltd., Montreal.

Buildings, Metal.
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Canada Steel Goods Co., Hamilton.

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E. C. Atkins & Co., Indianapolis, Ind.

Cable.
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Goodell-Pratt Co., Greenfield, Mass.

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Brown Boggs Co., Ltd., Hamilton.

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Barton Netting Co., Windsor.
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The Pedlar People Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
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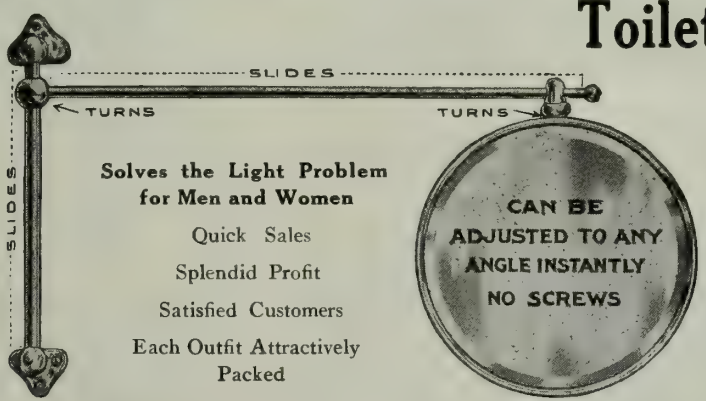
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FORD AUGER BIT CO. HOLYOKE, MASS.

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Sherwin-Williams Co., Montreal.

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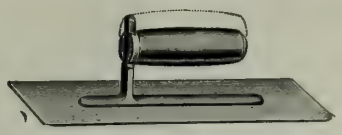
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No more bruised knuckles



"ABRAM" adjustable handle plastering TROWEL

In overcoming the tendency of the old-fashioned plastering trowel to scrape and bruise the knuckles, we hit upon an idea which is proving a winner—the adjustable handle (patent pending).
Made of the highest quality Silver Steel, expertly Cross Ground, Drop forged steel mounting with wedge-shaped stem on which the handle dovetails. The Handle is made of Aluminum with Bronze Cap and Ferrule, having dovetailed socket which slips down over the mounting stem, and is set at any position desired by simply turning the Handle to the right to loosen, and back to the left to tighten. Equally desirable for adjusting to fit any sized hand, to free the knuckles when working overhead, or to permit wearing a glove in cold weather.
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Avoid imitations of our

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By seeing that this exact mark is on each blade.

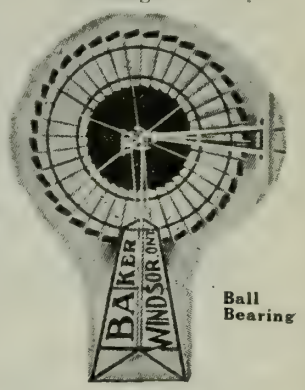
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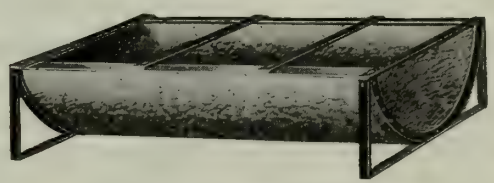
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There's big money in handling this up-to-date windmill. It does perfect work and gives every satisfaction, because it is built on principles that are absolutely correct, and, we believe, the easiest running mill made.

For simplicity of construction, workmanship and durability the mills made by us for more than a quarter of a century are recognized as the best, and as such, stand unchallenged.

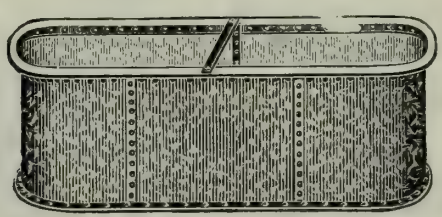


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HALF-ROUND TROUGHS

These troughs have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.



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These galvanized steel stock tanks are made very strong, so as to last under severe usage.

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Our oil and gasoline tanks are made of galvanized steel, and they will stand a lot of hard usage.

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Wheeler & Bain, Toronto.

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Imperial Oil Co., Toronto.

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Fairgrieve Metal & Stamping Co., Toronto.
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Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Hammers, Log and Stamping
Argall Bros., Three Rivers, Que.

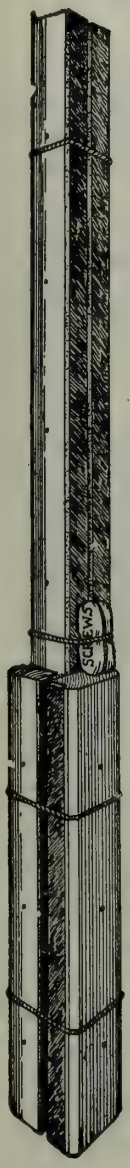
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Argall Bros., Three Rivers, Que.

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Argall Bros., Three Rivers, Que.
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Lachute Shuttle Co., Lachutte Mills, Que.

Handles.
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A REAL WEATHER-STRIP.

Made of solid oak and best quality felt—first-class workmanship.

GOOD APPEARANCE

The oak is nicely finished, the felt is green in color—fits snugly.

CONVENIENTLY PUT UP

in sets complete for one door (see cut), holes are drilled—ends coved — nails supplied — no trouble — no waste.

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The best selling weatherstrip on the market—because of its efficiency, commonsense construction and good appearance.

If you have previously handled the **Swan Weatherstrip**, get your order in early, so as to avoid disappointments in delivery. If it is new to you, get acquainted. Send for samples and description.

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For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
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A **Smokeless Powder** of **Absolute Uniformity Waterproof and Unaffected by Climatic Conditions. Its Quickness** is proverbial. Exceptionally **High Velocity**, yet with **Lowest Possible Breech Pressure. Will not Deteriorate.**

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In demand with those who prefer an Easy Load

To be had in any shell Loaded in Canada

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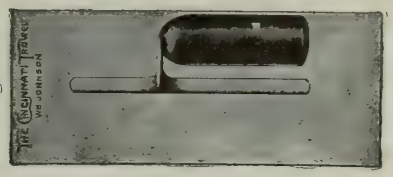
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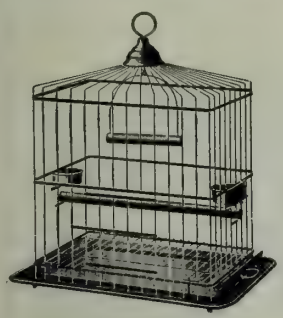


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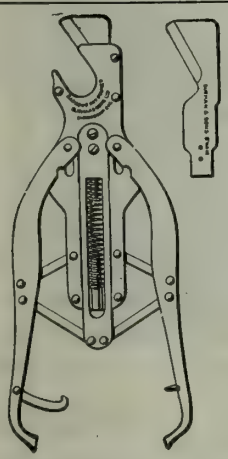
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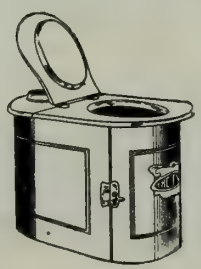
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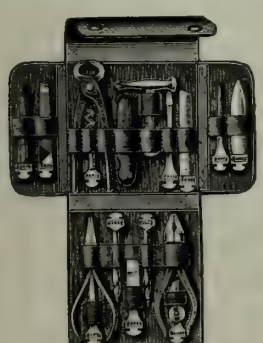
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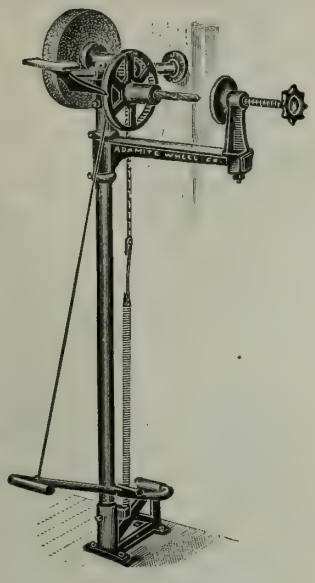
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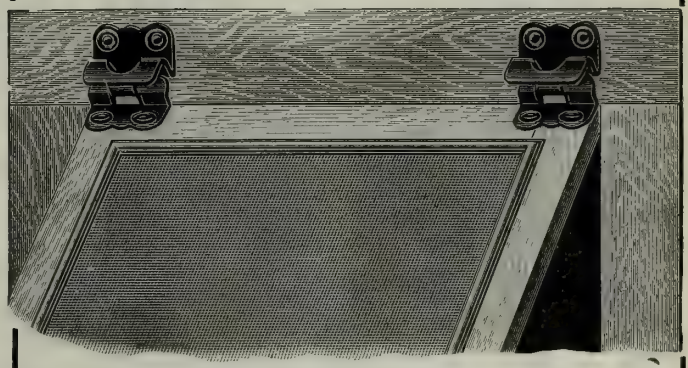
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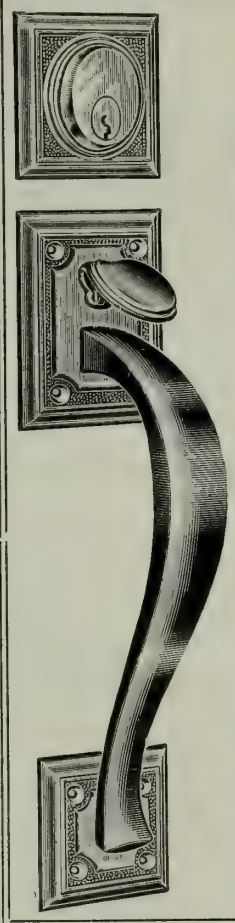
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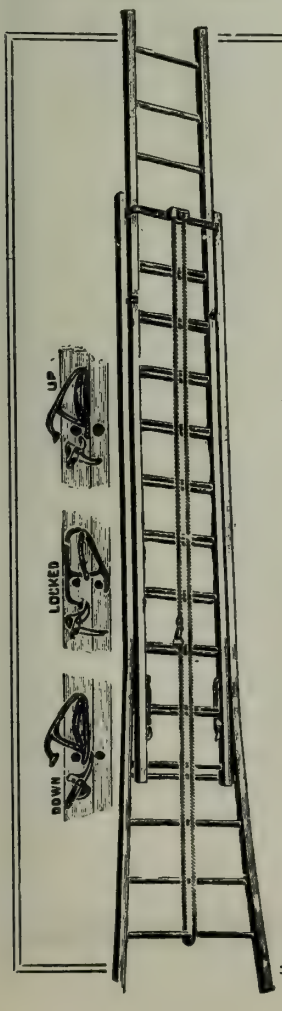
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Stanley Garage



Hardware

S.W.

Everything for the Garage Door

Hinges, Holder, Hasps, Handles, Bolts

No. 1457 Ball-bearing Garage Hinges with 10 and 24-inch straps, permit closing doors tightly, which is impossible with Hangers.

No. 1775 New Garage Door Holder. See illustration above.

No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked.

No. 1055 10-inch Chain Bolt. Reversible and with 5-foot or 24-inch Chain.

No. 1056 New 10-inch Foot Bolt to match the Chain Bolt.

No. 1252 Extra Heavy Thumb-Latch—New.

No. 1265 and 1257 Heavy Handle or Pull.

All made from STANLEY WROT STEEL in japanned or rust-proof "STANLEY SHERARDIZED" finishes.

Ask your jobber or write us for information.

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New Britain, Conn.

100 Lafayette St., New York

Canadian Representative: A. MacFARLANE & CO., Montreal

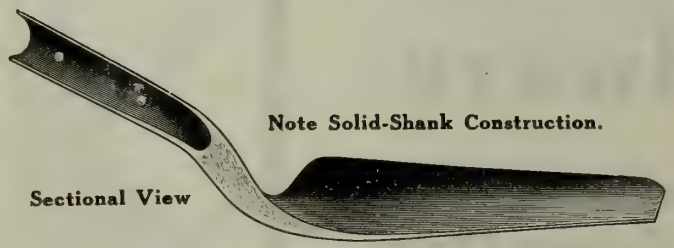
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For Strength
and Durability

BULL DOG and FOX Solid Shank Shovels

Have No Equal.

STOCKED BY ALL JOBBERS.



We GUARANTEE our BULL DOG and FOX Shovels, equipped with our PATENT "D" Handle, to be stronger than any other shovels manufactured at the price.

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The Canadian Shovel & Tool Co., Limited

Hamilton - Canada

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PLATE, FIGURED, STAINED, WIRED

ORNAMENTAL, MIRROR & BENT

Window Glass



Special low Jobber's price for carload buyers to import.

Prompt deliveries assured.

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LIMITED

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MIRROR MAKERS TO THE TRADE

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Make purity your standard



A sure business builder.

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HARDWARE AND METAL

Established 1888 Published Every Saturday

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August 29, 1914

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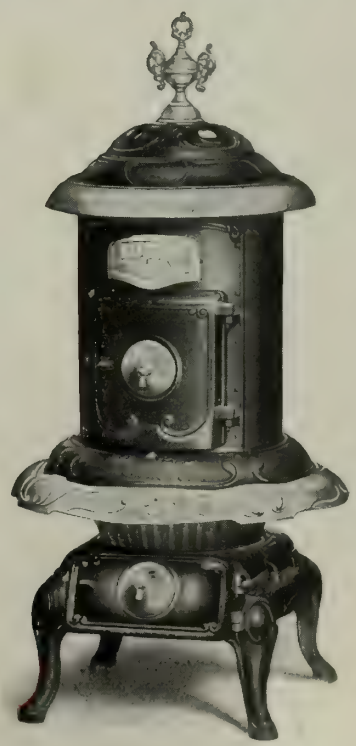


THE COLE

WHEN YOU SELL HEATERS you want EVERY ONE THAT LEAVES YOUR STORE to GIVE ENTIRE SATISFACTION

COLE'S HOT BLAST

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BONNY OAK

Fuller - Warren - Stewart

ALWAYS SATISFY

RELIABILITY IS DESIGNED AND BUILT INTO EVERY ONE OF THEM

The J.H. Ashdown Hardware Co. Limited

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No. 18
CHEST
AND WARE



CONTAINS
89
PIECES

Display Your Silver to Advantage

Do you realize the advantages of displaying your silver in a handsome chest? It helps make sales as many dealers have learned.

A chest filled with

1847 ROGERS BROS.

"Silver Plate that Wears"

will appeal to your customers whether they have come to buy silver or something else.

We have a line of new and handsome chests carrying various assortments of our ware. If you have not tried this method of display, write to us for further information.

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IT WILL PAY YOU

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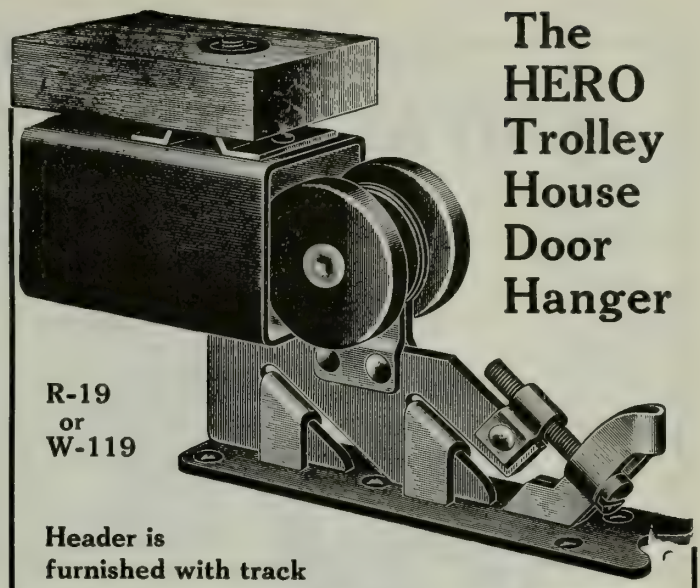
SMALL TOOLS

PRECISION
DELIVERY
QUALITY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
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The HERO Trolley House Door Hanger

R-19
or
W-119

Header is furnished with track

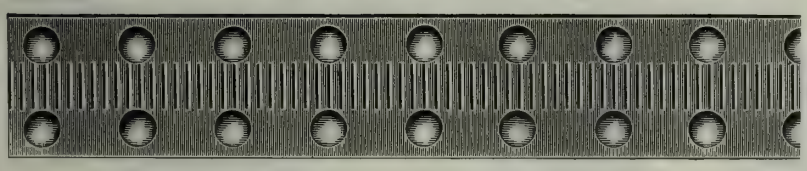
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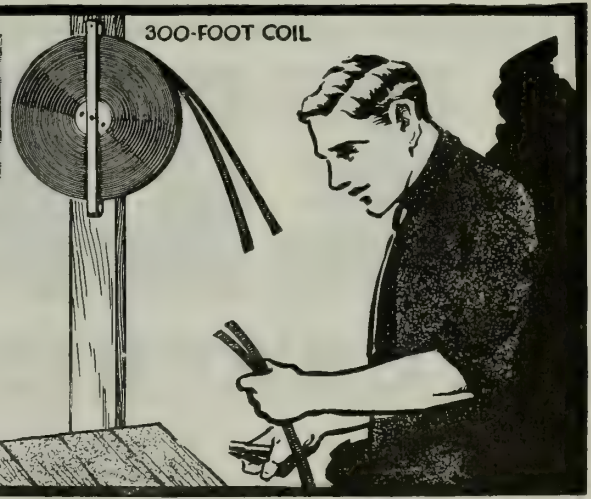
BALL-BEARING FIBRE WHEELS

You can sell the HERO within a dollar of the price of a Flat Track Hanger.

We will write your customers about this if you will send us their names.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.





Order STANLEY No. 3000
"TWINROLD"
COILED DOUBLE

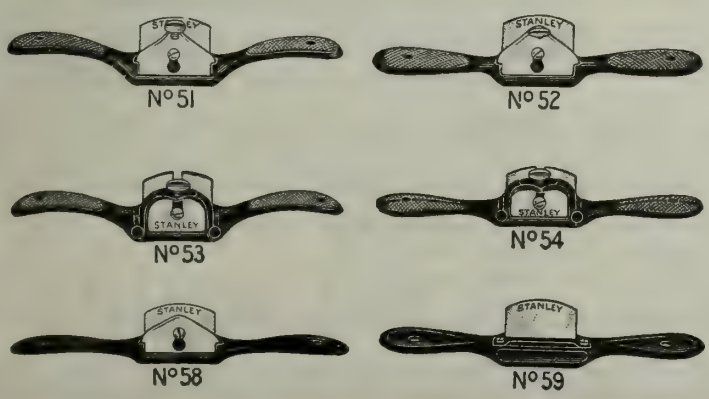
Self-Tightening Box Strapping

PAT. SEPT. 26, 1911; NOV. 5, 1912

See page 71

The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL



Stanley Tools

"BAILEY" IRON SPOKE SHAVES

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

DAVIDSON'S "STERLING" SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

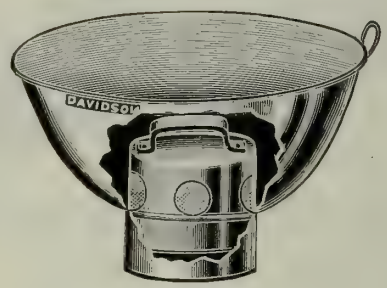


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Toronto** **Winnipeg**

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
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The Arguments That Sell

LEWISITE AND COVERTITE ROOFING

Facts which are easily proven.

LEWISITE

is the Best Prepared Roofing made—

WHY?

Because it is made of Selected Long Fibre All Pure Wool Felt, and is thoroughly and uniformly saturated with **Trinidad Asphalt.**

It is coated on **Both Sides** with Heavy Gums, which are applied under heavy pressure, which compresses the whole into a **Single Solid Flexible Sheet.**

Positively Contains no Tar and will not taint nor injure rain water.

Live Sparks and Burning Embers will not ignite it.

Weighs 5 lbs. More Per Square

than any Standard Brand offered.

1 Ply, 40 lbs. 2 Ply, 50 lbs. 3 Ply, 60 lbs.

It is Backed up by us.

COVERTITE

is the Best Low-Priced Prepared Roofing offered, and is equal in quality to some Standard brands which are advertised freely.

While the Price is Very Low

it must not be confounded with the Cheap Roofings so often met with.

It is a **Solid Sheet** (not layers), made of good materials, saturated with a Non-volatile Bituminous Compound and Coated on both sides with a Gum composition.

Positively Contains no Tar, and will not taint nor injure rain water. Live Sparks and Burning Embers will not ignite it.

Weighs as much as Standard Brands

1 Ply, 35 lbs. 2 Ply, 45 lbs. 3 Ply, 55 lbs.

Both have Metal End Rolls, which protect the sheets from wear; 32 inches Wide, 108 sq. feet; with Nails and Cement packed in Roll.

LEWIS BROS., LIMITED, MONTREAL

The Outlook in Canada

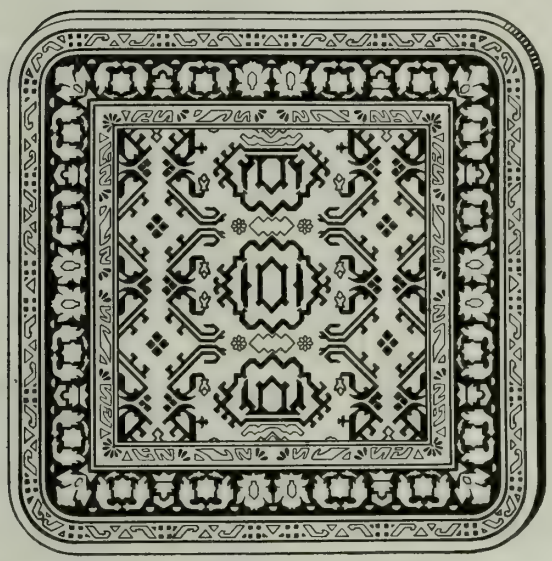
TRULY, it is an ill-wind that blows nobody good. One Continent's "down" is another Continent's "up." The industries of Europe are, generally speaking, at a standstill, and matters will be worse before they can be better.

The whole world is looking to the North American Continent—to Canada and the United States—for much of its provisions, machinery, textiles, boots and shoes, beverages, vehicles, cement, brick, earthenware, fancy goods, furs, glass, garments, paper, soap, tobacco, wood products, and much else. Canada must get ready to meet the demand made upon her. We have continued prosperity ahead of us if our manufacturers and merchants rise quickly to take advantage of their opportunity.

It is a time for business hopefulness, not for business gloom

Stove Boards

(Rug Pattern)



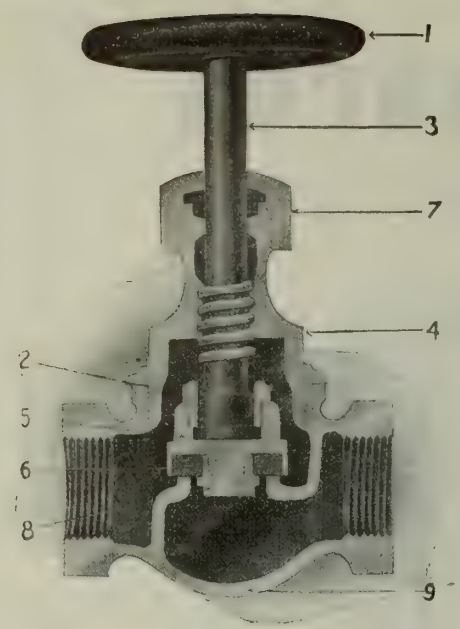
Twenty-four sizes and designs—
Handsomely Lithographed—
give you and your customers a splendid choice.
Sold mounted on wood or heavy mill board—
AT POPULAR PRICES.

SMP "QUALITY" Our Trade-Mark on Every Stove Board

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



1. Wheel. 2. Lock Nut. 3. Spindle.
4. Bonnet. 5. Disc Holder. 6. Disc.
7. Packing Nut. 8. Disc Nut. 9. Body.

Can You Sell VALVES

To sell valves you at least should know the best type of valve when you see it. Know then that such a valve is: The Renewable Disc—see part 6 in the fig This disc takes all the wear—can be replaced in a few minutes—for a few cents—it makes the valve wear for ever—almost. Secondly—the body must be heavy—it has to stand tremendous strains, due to the expansion and contraction of the piping.

Thirdly—the valve should not throttle the flow—that means it must have a generous body.

There are many other points, but they are all well looked after if the valve is stamped with J.M.T. (James Morrison Toronto.) in a triangle.

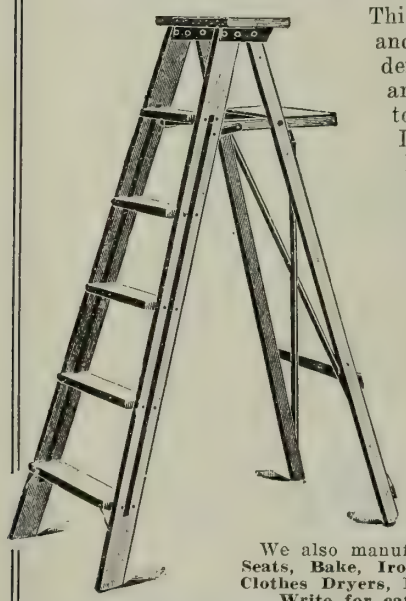
A Guarantee TRADE MARK J.M.T. REGISTERED **of Satisfaction**

The James Morrison Brass Manufacturing Company, Limited

93-97 Adelaide St. W. - TORONTO, CANADA

You'll Effect Many Sales if You Handle the

SHELF LOCK STEP LADDER



This is a very convenient and practical house ladder where short lengths are used and is certain to appeal to the public. It is the lowest price ladder we make and it is very strong and durable.

Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

We also manufacture **Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, Etc.**

Write for catalog and particulars.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Advertising

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service." — Elbert Hubbard.

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.

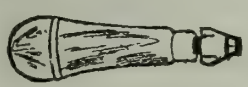

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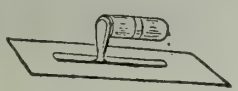

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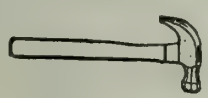

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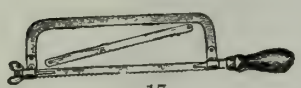

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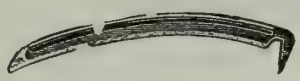

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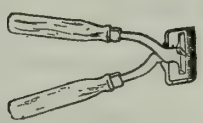

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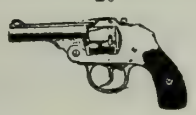

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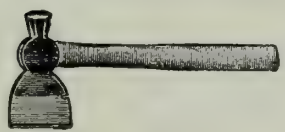

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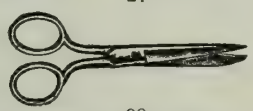

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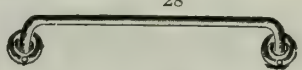

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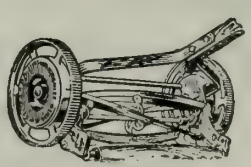

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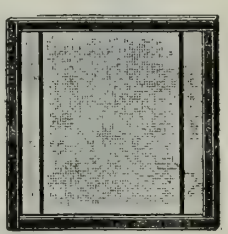

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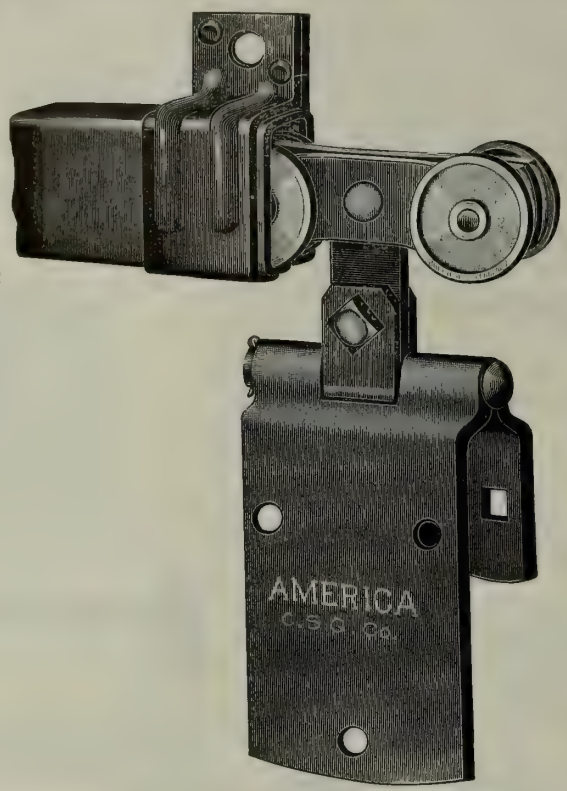
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



WEIGHT PER DOZ. PRS. 115 LBS.

Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

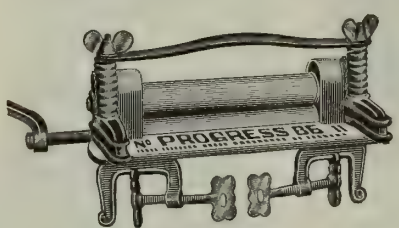
Recommended to give satisfaction.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

ALL METAL CLOTHES WRINGERS

QUALITY

PRACTICALLY UNBREAKABLE **VERY SERVICEABLE** **LOW PRICED**



PROGRESS

ALL PARTS, even the threads on bolts and nuts, are Electro-Galvanized and rust proof.

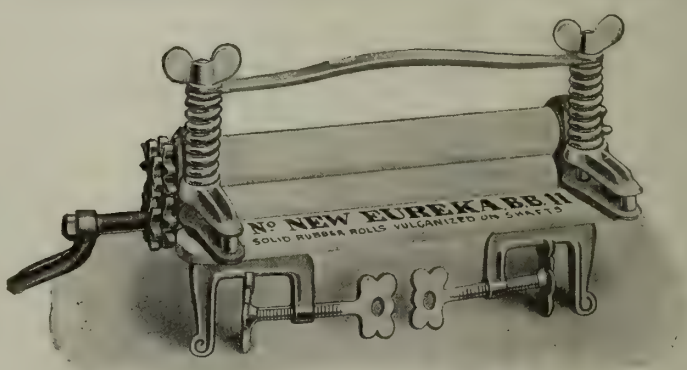


EUREKA

Rolls 11x1¾ in. or 12x1¾ in. guaranteed 1 year in family use).

FITTED WITH

Steel Ball or Friction Bearings. Oil-tempered Coil Steel Springs. 11 x 1 3-4 in. or 12 x 1 3-4 in. Rubber Rolls. Made in grades guaranteed for 5, 3 and 1 year in family use.

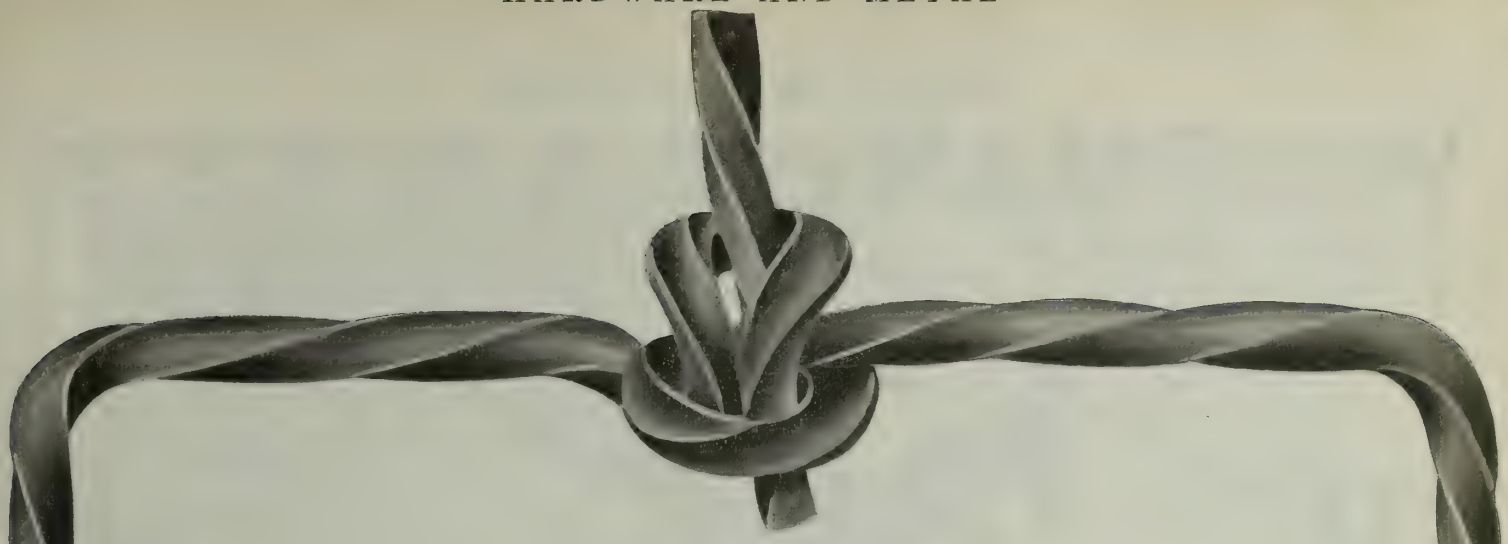


NEW EUREKA

A DEMONSTRATION MEANS A SALE

Made by Cummer-Dowswell, Limited, Hamilton, Can.

Agents { W. L. HALDIMAND & SON. Montreal
H. F. MOULDEN & SON. Winnipeg



The Steel Company of Canada, Limited

COLD TWISTED STEEL BARS FOR CONCRETE REINFORCING

Why you should use the **Cold Twisted** bar rolled from **New Open Hearth Steel Billets** in preference to other types of reinforcing bars:

1. Cold Twisting removes the scales or oxides, thereby permitting closer bond with the concrete.
2. Greater variety of sizes than any other concrete bar, and the same weight as plain bars of like size.
3. The **Twisting Cold** insures uniformity of twists and is a physical test on each and every bar. This is not true of any other type of Reinforcing Bar.
4. 60 to 100% increase in elastic limit.
5. 21 to 39% increase in tensile strength, resulting in 20% less Steel being required.
6. Safety from brittleness. Our **Cold Twisted** Bars are warranted to bend around a diameter three times the size of the section.
7. Every Heat of Steel is tested and conforms to the standard specifications of the American Society for Testing Materials and the Association of American Steel Manufacturers.

We also manufacture and carry a good stock of the following products:

Wrought Pipe
"Tiger Brand" White Lead
Wire, Wire Nails
Staples, Tacks, Screws, Bolts,
Rivets, Putty, Shot.

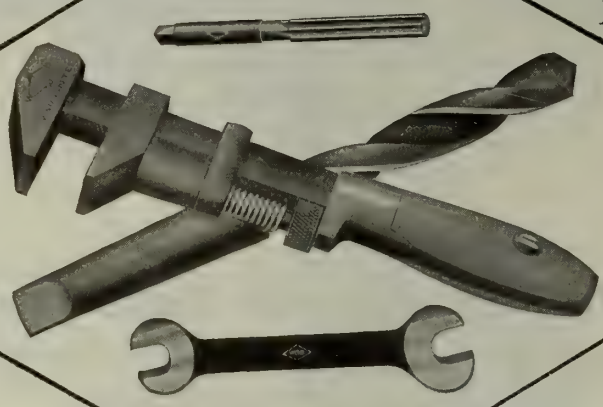
Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B CO

REAMERS
CARBON AND
HIGH SPEED

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

NAILS WIRE

"From Ore to Finished Product"

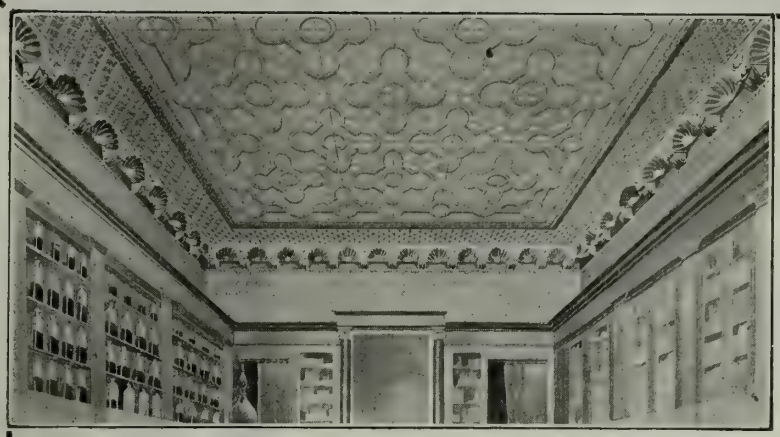
WIRE NAILS
All Standard and Special Gauges

NAIL WIRE, RIVET WIRE
Straightened and Cut to Length

Wire Rods Steel Bars
Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.



TAKE a pencil right now and jot down the prospects in your immediate neighborhood for "Metallic" Steel Ceilings: The field is practically unlimited, and there is big money in it for you.

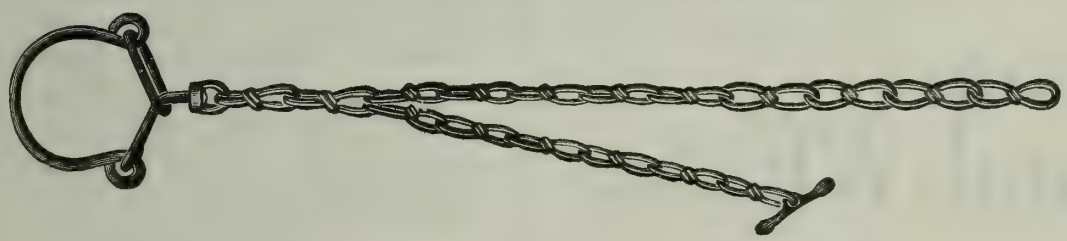
"Metallic" Steel Ceilings

are made in many beautiful designs, appropriate for various interiors—with borders, friezes and dados to match. From every standpoint — **Fire protection — Beauty—Utility—Durability — Cleanliness—Economy,** "Metallic" Steel Ceilings and Walls are the most desirable interior decoration.

All you need is our illustrated catalogue "H" and price-list. Send for both now and size up the profit there is in "Metallic" Building Materials for yourself.

THE METALLIC ROOFING CO., LIMITED

Toronto **Manufacturers** **Winnipeg**



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

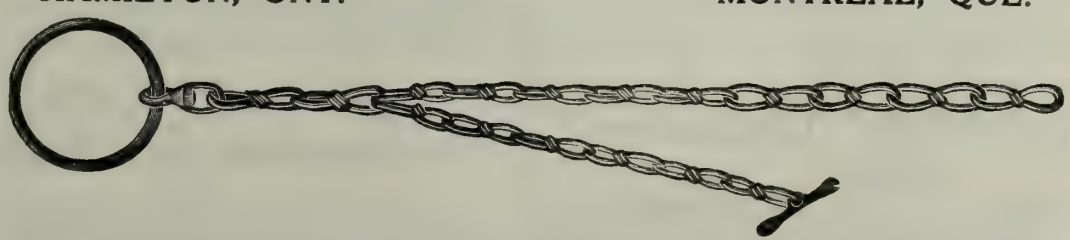
Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



50 YEARS IN THE BUSINESS

What more could you ask?

—A *standardized* product, favorably known and widely used in every metal-working industry.

—Factory facilities and manufacturing methods that positively insure superiority at every point.

—Big factory stocks, to give you maximum range with minimum stock on your shelves.

—Persistent advertising, to reach the very folks you want to sell to.

—A price-policy that discourages frequent fluctuations, and enables you to know just "where you're at."

If these are the conditions under which you like to do business, the chances are you already stock

NICHOLSON-MADE-FILES

Brands:

KEARNEY & FOOT, GREAT WESTERN AMERICAN, ARCADE, GLOBE

If not, consult YOUR JOBBER about a stock order to-day.

Nicholson File Co., Port Hope, Ont.

OVER 50,000,000 FILES A YEAR

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

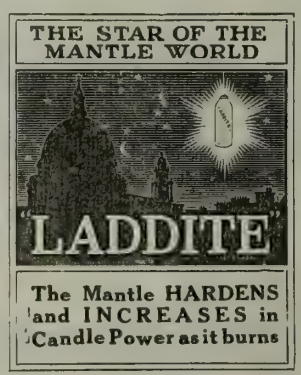
We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Meda Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline, air gas, acetylene, and light-houses.

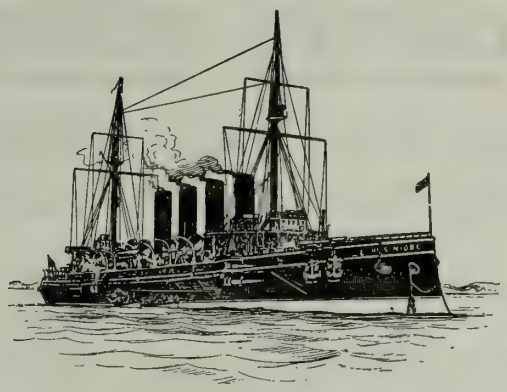


Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.
LIMITED
18-24 Ferguson Ave. N., Hamilton, Ont.



On a War Footing

CANADA is going to find out, within the next few months, what it means to be "on a war footing."

Just what it means depends largely on how we meet the situation. It might mean continued dulness, depression, "hard times"—if we were to persist in thinking and talking "hard times."

It may, just as reasonably, mean prosperity—if we keep our heads and go after business in the right spirit of aggressiveness.

We might well follow the lead set us by some of our large industrial concerns.

An excellent example is furnished by our three leading automobile manufacturers.

One—making a high-priced car—has given instructions for the most aggressive selling campaign the company has ever undertaken; backed up by a big campaign of advertising in the newspapers.

Another, who makes various-priced cars of high quality, had a large announcement of 1915 models in a long list of papers the very week after war was declared.

A third—a Canadian branch factory of a United States concern making a popular-price car, is announcing an important price change—and taking larger space than ever before in Canadian newspapers to tell the story.

And this, be it noted, is the attitude of the three big men in an industry that the pessimists have been predicting would be seriously affected by the war. Their unshaken confidence, their greater-than-ever determination to market successfully a class of product that is always hard to sell, should be an inspiration to the rest of our industries. These three manufacturers have tested advertising, and have confidence in its efficiency in stimulating business in times of war as well as in times of peace.

Instead of retrenching, the business men of Canada may well emulate the action of the motor car manufacturers, and go out after business in the most aggressive way possible.

A Product Without A Peer

KEYSTONE COPPER BEARING SHEETS

BLACK AND GALVANIZED

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

Rust Resisting **Anti-corrosive**

AMERICAN SHEET & TIN PLATE CO. COPPER BEARING STEEL TRADE MARK REGISTERED KEYSTONE

For making tanks, stacks, roofing, gas holders, culverts and all sorts of pipe, flumes and conveyors, our **Keystone Copper Bearing Steel Sheets** are superior to anything on the market to-day. Copper in the steel makes it resist rust and defy corrosion.

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO



You Don't Have to Hold Sales

to sell Millers Falls tools, or start a bargain counter either; they sell themselves. As an example, take



"MILLERS FALLS" HAND DRILL No. 306

It's a tool that catches the fancy of every mechanic who looks at it. Has the lines he likes and the workmanship and finish that guarantee results.

You could sell this Drill—there's no doubt about it, and you wouldn't have to talk your head off to do it, either. It proves itself at sight, therefore would be a profitable tool for you to stock.

One of the most complete Catalogues ever issued on tools is yours for the asking. Write for *New* Dealers Catalogue.

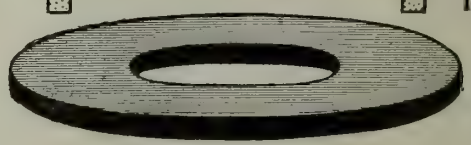
MILLERS FALLS COMPANY

Millers Falls, Mass.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Have Your Own Salesman in Each Local Factory

Did you ever stop to think of the amount of business you ought to be doing with the men in machine shops and factories near you? They must all have tools Many of them would buy more if someone showed them the advantages to be obtained from the use of certain

Starrett Tools

You can't expect your clerks to be **thoroughly** familiar with both Starrett Tools and the factory problems. But the men ought to be shown just what our tools can do in the way of increasing speed or securing greater accuracy and convenience.

Now why not let one of the mechanics act as your special representative? By talking up such tools as the Starrett Quick-Acting Micrometer, or the Universal Surface Gage, or the Speed Indicator, he could increase your sales, increase his income, and get the other men into the habit of trading at your store either directly or through him.

Other stores use this idea. You can do it too. The increased business would be well worth the small commission and the goodwill gained would be a mighty fine asset.

If you want further details on this idea, write to us. At any rate get our new catalog No. 20MA and see the sales possibilities of some of our special tools.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

The L. S. Starrett Company

WORLD'S GREATEST TOOLMAKERS

Athol, Mass.

42-262

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

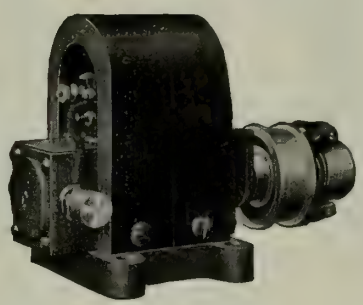
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

THE LIGHT THAT'S RIGHT

Eureka Lite



Eureka Jr. B.C. 2

The fact is, with our Eureka—

You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

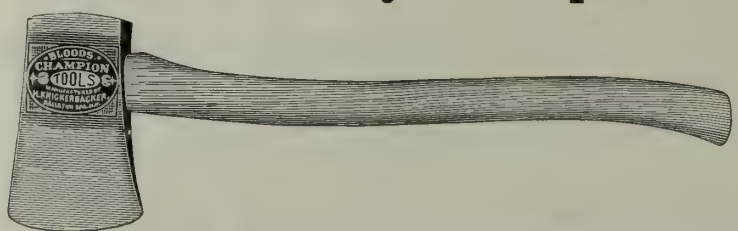
LOW COST—HIGH EFFICIENCY

Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20.00 and up, according to capacity required. Large profit to dealers. Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

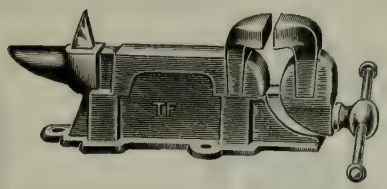
Our Assortment of Axes and All Lumbermen's Tools is Very Complete

Why not send us a trial order?

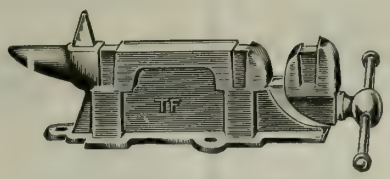


Satisfaction Guaranteed.

Thomas Birkett & Son Co., Limited, Ottawa, Ont.



No. 1—Combination Anvil and Vise

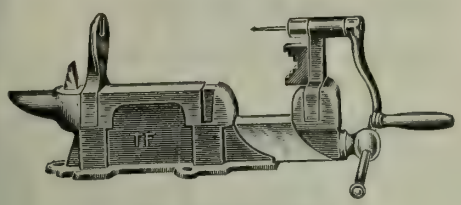


No. 2—Anvil with Chilled Face

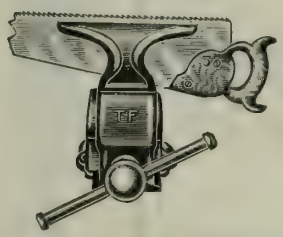
Combination Anvil and Vise

No. 20

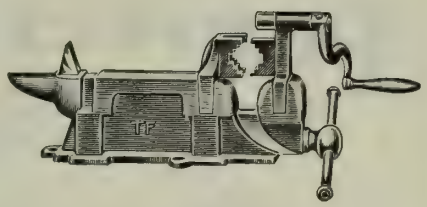
Having Five Tools in One



No. 3—Drill Press



No. 4—Saw Clamp



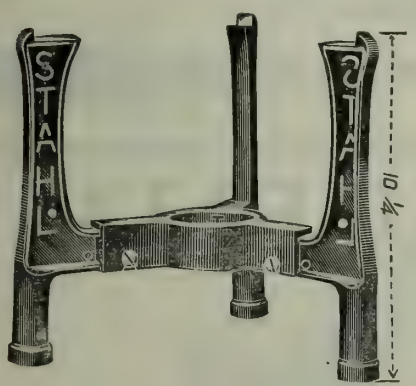
No. 5—Pipe Vise

No workshop is complete without a **T. F. No. 20 Vise.** It combines all the advantages of **Five Tools for the price of one, and is a great time and labor saver of** unexcelled quality.

By the use of its different combinations, you have an Anvil, a Combination Anvil and Vise, a Drill Press, a Saw Clamp and a Pipe Vise—**a Repair Shop in itself.**

All parts are made from the very best carefully selected materials, specially tempered. **The various parts are quickly put on or taken off. There are no bolts or screws to get lost or become rusty.**

Polished face. Painted body. Face 5¾ inches. Jaws 3 inches.



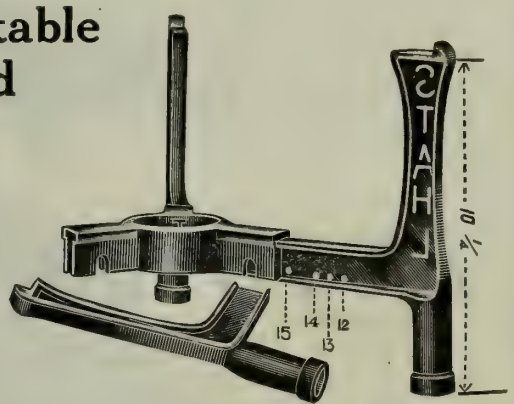
"Stahl" Adjustable Boiler Stand

Patented

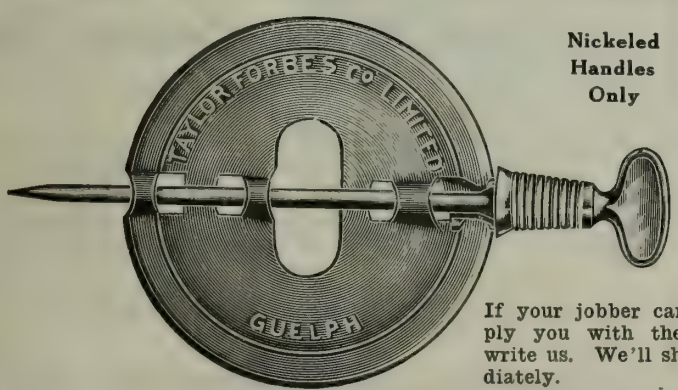
Adjustable in height and diameter.

Only one stand for all purposes—12, 13, 15 or 16 inches. Can be extended in height by using half-inch pipe in legs.

Plain finish.

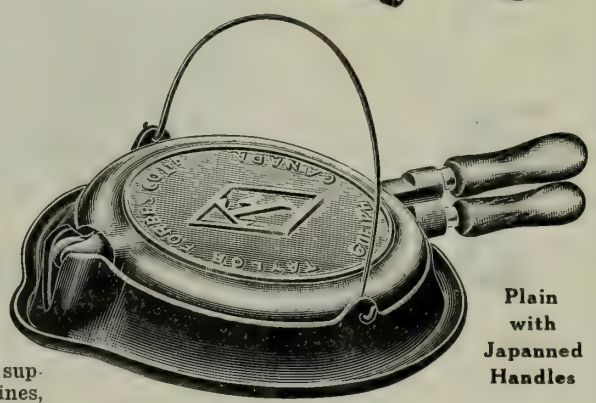


Sovereign Stove Pipe Damper



Nickeled Handles Only

If your jobber cannot supply you with these lines, write us. We'll ship immediately.



Plain with Japanned Handles

Waffle Irons

Taylor-Forbes Co., Limited—Head Office and Works: Guelph, Ont.

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - - London, Eng.
H. G. Rogers, - - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

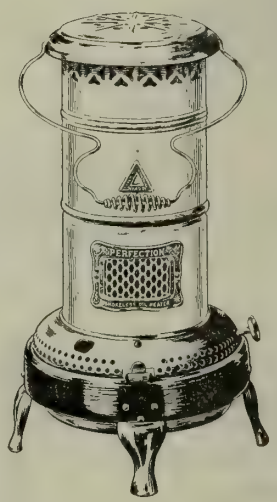
AS SURE AS FROST

At the first touch of cold weather you will get heater buyers — and it's the

PERFECTION SMOKELESS OIL HEATER

that they'll ask for.

Perfection heaters have been consistently advertised for years—in your customers' favorite newspapers. The Perfection is good-looking, well-built, and durable. It is absolutely smokeless and odorless, has a strong brass or leaded steel tank, and is fully guaranteed. Better stock up now and catch the early buyers.



Rayo LAMPS



are needed for the long winter evenings that are coming. An inexpensive lamp that is smokeless and odorless, and easy to clean. Gracefully designed, solidly built and durable. Write for catalogue of styles and prices.

THE IMPERIAL OIL COMPANY, LIMITED

Toronto
Ottawa
Halifax
Montreal
Quebec
St. John

Winnipeg
Calgary
Regina
Vancouver
Edmonton
Saskatoon





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.



Buck Brothers
Milbury, Mass., U.S.A.



BUFFALO



A Gas Engine Cylinder Oil

IS AN INSURANCE POLICY

against loss, trouble, and annoyance caused by using inferior or unsuitable oils on Gasoline Engines.
Buffalo Gas Engine Oil possesses a very high fire test, is free from carbon, and has proven itself to be the "Acme of Perfection" in Gasoline Engine Lubrication.
Will positively give satisfactory results and is sold under an absolute "Money back" guarantee.

Prairie City Oil Company, Limited
WINNIPEG, MAN.

WE ARE STRICTLY INDEPENDENT AND SELL ONLY TO THE TRADE

NATIONAL PUBLICITY HAS MADE McClary's A FAMOUS NAME

Why should you not reap the benefits of this deserved popularity?

It will pay you to demonstrate and SELL goods that have a popular demand.

Customers are only satisfied when they buy satisfactory goods.

And McClary's goods are always satisfactory.

The time has arrived when your Fall display will be occupying your attention.

This is the Trade-Mark that signifies Quality,

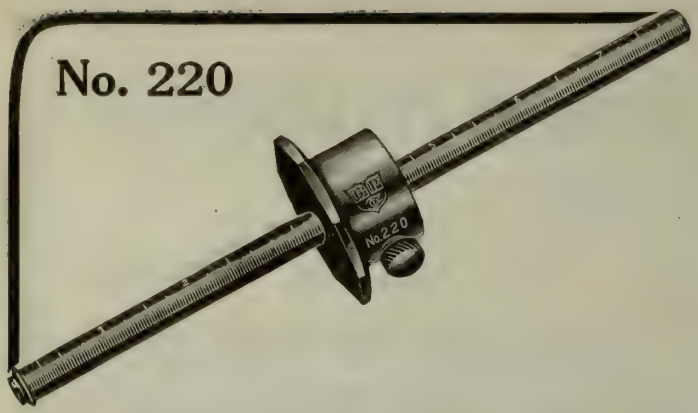


"McClary's" on Goods is a Quality Name.

McClary's

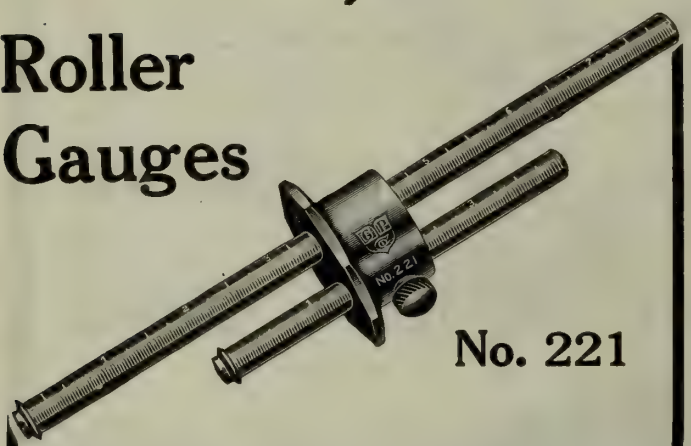
LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON

No. 220



Goodell-Pratt's

Roller Gauges



No. 221

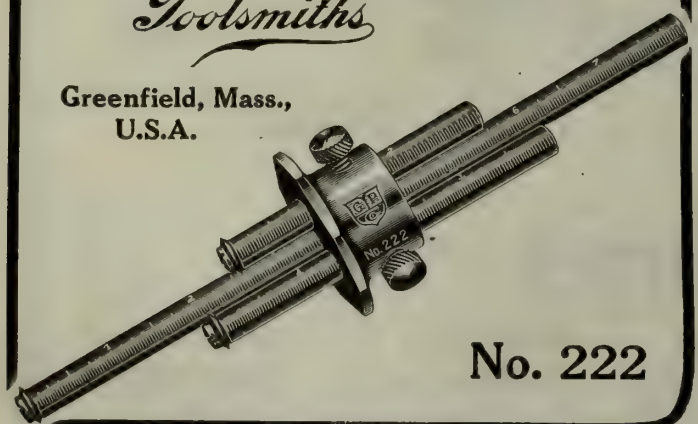
"Time and labor savers"—that is what the mechanics call them. The dealers say they are more of Goodell-Pratt's profitable specialties. They are polished and nickel-plated, making a handsome display in your show case or window.

No. 220	8-inch beam
No. 221	4 and 8-inch beams
No. 222	3, 4 and 8-inch beams

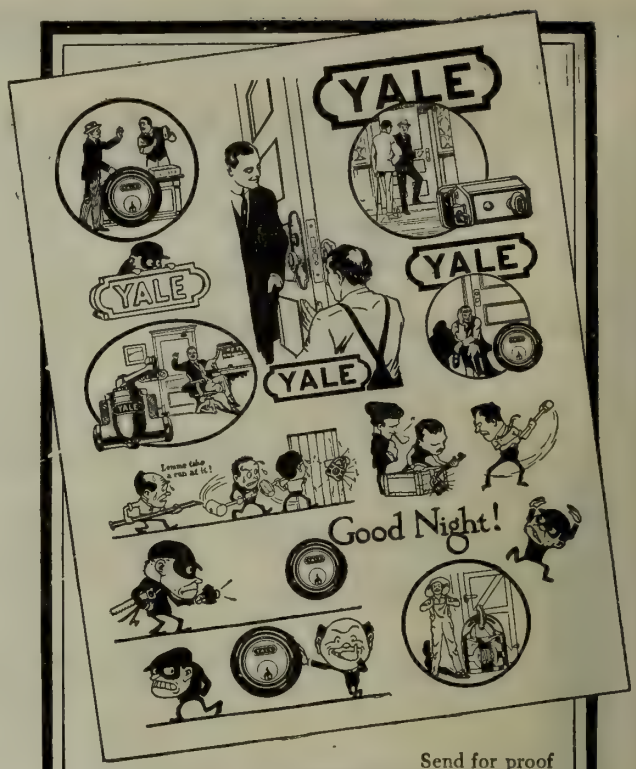
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



No. 222



Send for proof showing these cuts full size

Liven up your newspaper advertisements with these attractive pictures—the cuts are free to Yale Dealers.

A clever picture will get the eye of a reader more quickly than anything else, and if it tells a story about something you sell, the business-getting quality of your advertisement is increased.

We go to a great deal of trouble and expense to get good pictures for our dealers, and we have the word of many of them that this advertising help pays.

Send for proofs today and order what you need. This is only one of the ways in which our Dealers' Advertising Service helps you to earn more money. Some of the other ways are shown in our new book, "Selling More Yale Door Checks." Ask for *your* copy today.

Canadian Yale & Towne Ltd.

The Makers of YALE Products in Canada

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

New York 9 East 40th St. Chicago 74 East Randolph St. San Francisco 134 Rialto Bldg.

THE ROYAL JEWEL

The Quality First Range

The highest type of STEEL RANGE yet manufactured



IMPROVED DESIGN

The New Dress of the ROYAL JEWEL is very striking, and presents a rich, handsome appearance. It would be impossible to improve the working qualities of this range. Our many satisfied customers will testify to this fact. We have therefore improved the design, and can furnish Polished Tops, Tiled Back Closets, etc., etc.

¶ The 1914 Royal Jewel is the masterpiece of Steel Range construction and will stand the most rigid inspection.

"Jewel" Gas Ranges



See them at TORONTO EXHIBITION

This Year's Display of "JEWEL" Ranges, Heaters and Gas Ranges is the best yet.

¶ We are located in the Stove Building on the south aisle (same stand as in former years). Old and new customers and friends will be cordially welcomed.

A "JEWEL" stove agency means satisfied, permanent customers.

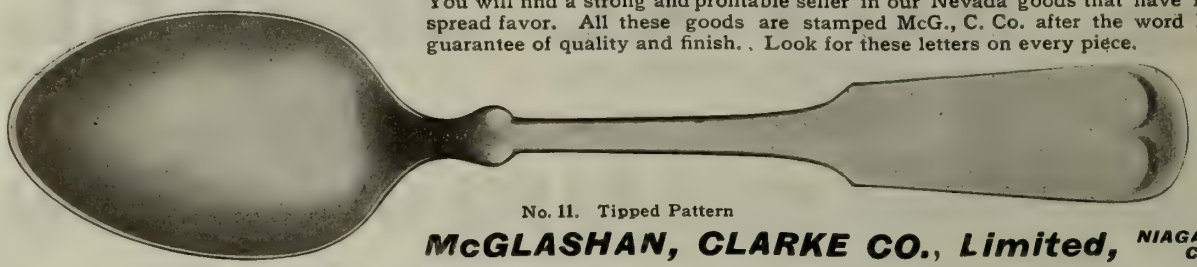
THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON TORONTO MONTREAL WINNIPEG

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found widespread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS, CANADA

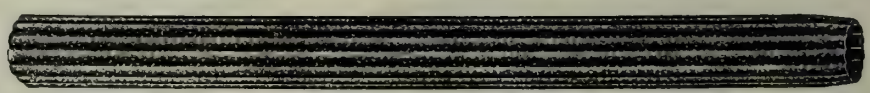
AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

You want Conductor Pipe that has a good straight seam and that can be put up without loss of time—well we make it, so order from us.

Eavestrough, elbows, ridge roll, valleys, skylights, ventilators and
CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

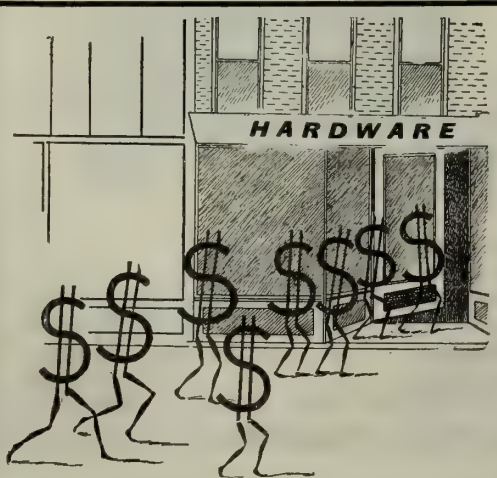
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



The Possibilities of Making a Record Fall Trade in

GUNS, RIFLES AND AMMUNITION

are overlooked by a great many dealers.

Write for Catalog, showing full line of requisites in FIRE ARMS, AMMUNITION, HUNTING, CLOTHING, etc.

We carry in stock, for prompt shipment, anything you may require to satisfy your customers.

A. E. BREGENT, 192 St. Catherine St. East MONTREAL

STOVE PIPE ELBOWS—IN CARTONS



"O. H." Corrugated.

The arrival of fall means a brisk business in Stove Pipe, Stove Pipe Elbows, Tees, Tapers, Stove Boards, Stove Castors, Drums, Dampers, and other Stove accessories.

We keep a good stock on hand at all times, and can ship complete same day as your order comes in.

"O. H." Elbows are very strong, the round corrugations making it impossible to dint or crush them. "Cooper" Dustless Expanding Elbows are now shipped in cartons, so they reach you as perfect as they leave us. These Elbows do not collect dust, and the large end will "give" sufficiently to fit any make of pipe.

"Cooper" Elbows are made in bright, polished finish.

For Gas Stoves			For Coal Stoves	
2	3	4-inch	5	6 7-inch

For Furnaces		
8	9	10-inch



"Cooper" Dustless.

Order your requirements now.

You should keep a good stock of elbows on hand at this time. People are asking for them now.

E. T. WRIGHT COMPANY, LIMITED - HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Best Shooters
at the traps and in the field
are shooting shells loaded with

BALLISTITE DENSE
AND
New BULK **Empire**
Smokeless Powders

You can get them in any shell loaded in Canada. INSIST!





4



This Advertisement

is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

You should stock them at once, because our consumer advertising is certain to cause a growing demand.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chambers of Commerce
WINNIPEG

LIEGE

Forts are built of Concrete

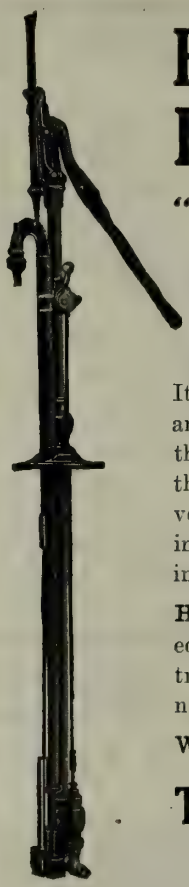
The famous Liege forts, which held a monster army in check for three weeks, are all built of concrete. In fact, all modern fortifications are built of concrete. Concrete made with

Rogers' Portland Cement

is the strongest building material known. It has the strength to withstand the ravages of time and the elements. It is waterproof—it is fireproof. These qualities have made for Rogers' Cement many friends Do they come to you for Cement? By our agency plan you will be able to get their trade with only a small stock. Write us about it to-day.

Alfred Rogers, Ltd.
28 King Street West
TORONTO

N. J. DINNEN & CO.
Western Sales Managers
WINNIPEG - Manitoba



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller - Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

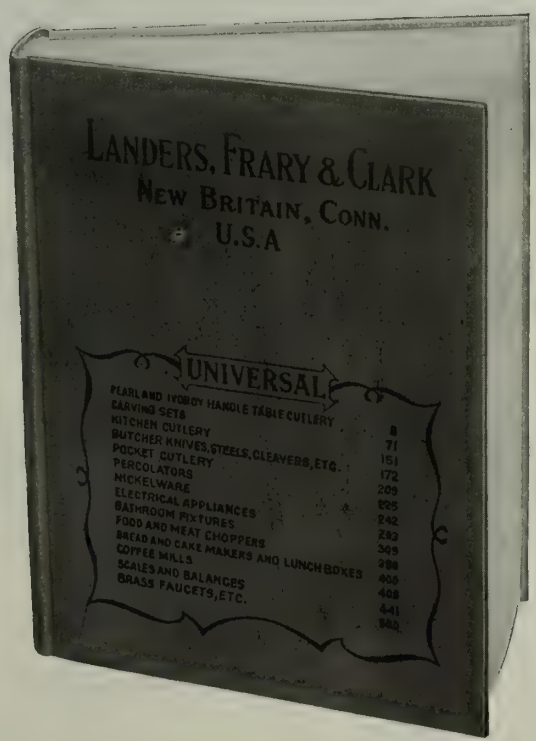
WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

Now Ready for Distribution

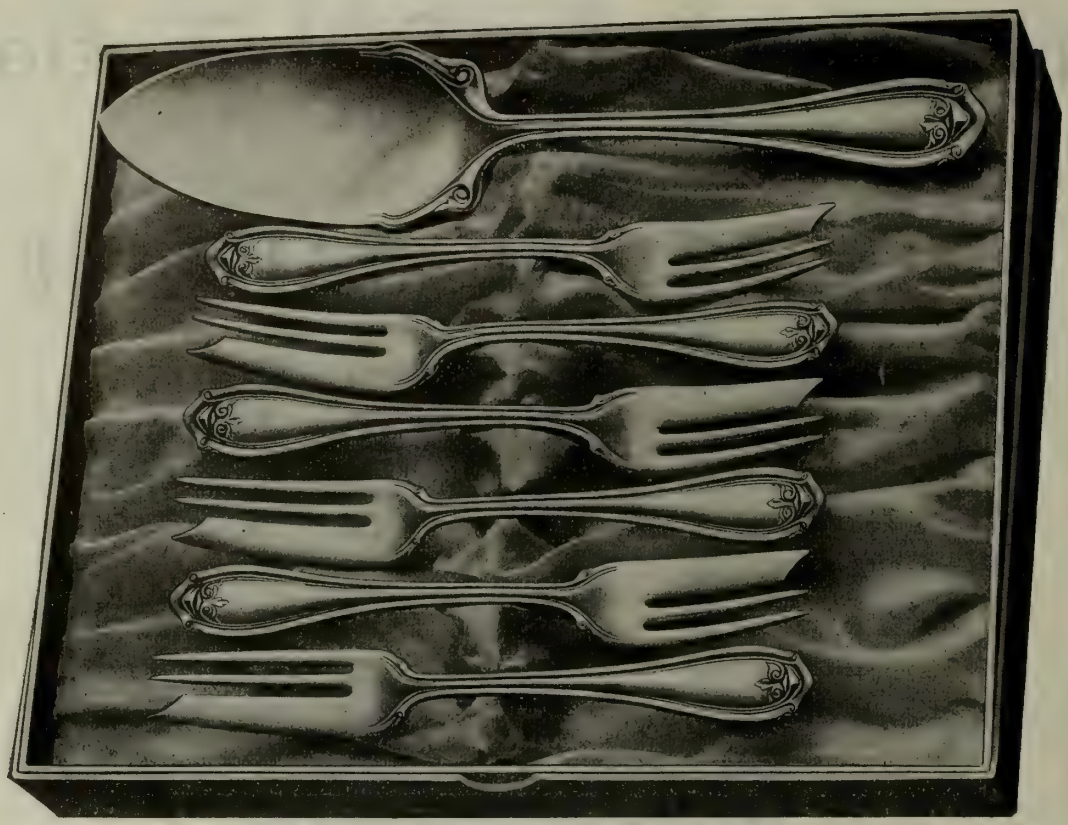
UNIVERSAL CATALOGUE

Cutlery, Nickelware, Alcohol Stoves, Electric Appliances, Bathroom Fixtures, Food Choppers, Bread Makers, Coffee Mills, Sad Irons, Scales, Brass Goods, etc.



This complete catalog and buyers' guide will be mailed on application.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



The Abington Pie Set

The Abington pattern in our Horseshoe R Brand is the season's success in Silver Flatware. Dealers who have introduced this pattern are sending in repeat orders regularly.

Our travellers are now calling on the trade with samples.

Canadian Rogers Company, Limited

570 King Street West - - TORONTO

Branches—Hammond Building, Albert Street, WINNIPEG
Fairfield Building, Granville Street, VANCOUVER

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, AUGUST 29, 1914. No. 35

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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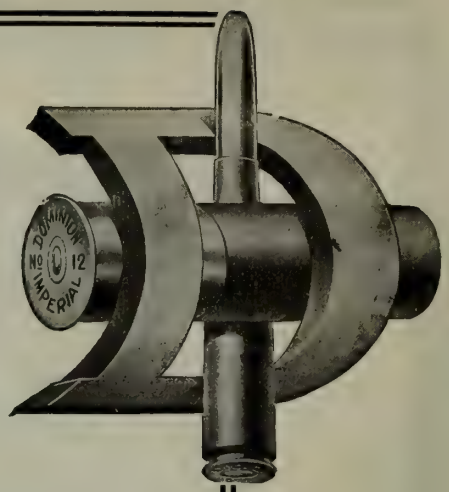
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New Sizes of

Dominion Cartridges



Your Jobber has a Sock of Each One

DOMINION 22 W.R.F. Model 1890, Smokeless
DOMINION 25—20 Soft Point, Smokeless
DOMINION 44 Game Getter, Black Powder
DOMINION 25—35 Soft Point, Smokeless
DOMINION CANUCK, Smokeless Shot Shell

The Red Shell with a medium brass base—steel reinforced —an extra large primer insuring complete and rapid ignition of the powder.

A Fast, Snappy Load for Trap and Field Shooting.

These Cartridges are up to the usual high standard of DOMINION AMMUNITION. They may be recommended to your customers as perfect products of CANADIAN MANUFACTURE.

Dominion Cartridge Company, Ltd., Montreal

The Substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S" HEAD WEAR

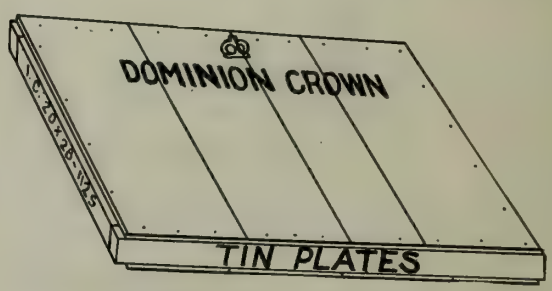
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"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited — Makers — Bristol, Newport and Montreal

A. C. Leslie & Co., Limited — MONTREAL — Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI. AUGUST 29, 1914 No. 35

Mixed Farming Pays!

A Sermon for Every Hardwareman to Preach

Written for Hardware and Metal by G. Darling, adv. mgr., G. F. Stephens & Co., Ltd., Winnipeg, Canada.

ONE of the greatest problems the Dealers of Western Canada have to face is the difficulty of getting cash during the Spring and Summer months. Wheat growing may be profitable, but only produces cash once a year—it's a bad practice as it is a gamble. Years before Canada was discovered the saying re "Putting all eggs in one basket" was known and carefully guarded against. Let the crop fail and the Dealer is up against it.

Why should any Dealer act as a Banker for the farmer, and often without drawing any interest for doing it? Why should any Dealer be forced to go on his knees to the Wholesaler and plead for extensions?—and have to pay interest on those extensions when he cannot in turn get interest from his customers?

Simply because the Wheat miners of the West will not wake up to the money-making possibilities of Mixed farming.

Let us consider Dairy farming alone:—

It will give a semi-monthly or monthly cheque, ready money for anything that is wanted on the farm or in the house. Cash can be paid for everything.

It will give relief from a very objectionable system of running a years' store bill all to be paid out of the possible grain crop in the Fall.

It means better buildings, both houses and stables, and the acquirements of many comforts in the farm home.

It means that farmers will live in their community all the year around.

It means that the farmers will employ help all the year around, and thus build up communities.

It will do away with the buying of Implements on time.

It will settle the vacant lands and close up distances between neighbors.

It will supply fertilizers for the land and lead to bigger and better crops.

It will—but why run on? Mixed farming, dairy, grain, vegetable, grasses, horses, pigs, fruits, etc., mean affluence to all in the community where it is practised.

Here Mr. Hardwareman is a sermon, or the meat for one, to be preached without ceasing year in and year out, to everyone who enters your store, farmer or townsman, woman or child, for each has some influence and all can be made to see light.

It's to your interest; community wealth increases buying power of individuals and cash enables you to take discounts. It is to our interest because an affluent community buys more paint in order to become more affluent and in this we all benefit.

Don't depreciate your personal influence in your town—your opinion probably carries more weight than anyone else's, you being a business man and, probably, a man to whom most of the population owe money.

They say a hint is as good as a kick to a wise man—You're wise—what?

As for the need of Mixed Farming in Western Canada from the point of view of a home Market read this:—

WESTERN CANADA IMPORTED DURING 1913 25,000,000 POUNDS OF BUTTER, 50,000,000 POUNDS OF MEAT AND 7,000,000 DOZEN, OR 84,000,000 EGGS.

'NUFF SED.

Warehouse and Tinshop in Separate Building

Brantford Hardware Firm Build Branch Establishment on Side Street with Excellent Results — The Importance of System "Behind the Line."

THE war being waged in Europe is teaching many lessons, not the least of which is that it is organization that wins. Battles are not necessarily won by the men on the firing line. Deeds of heroism may be performed under the roar of the cannon, but they will go for naught if the organization behind the line is weak; if lines of communication are not well maintained, if hospital facilities fail or if the commissariat does not perform its part.

What goes on behind the line is fully as important as what actually transpires on the battle front.

This holds good with reference to the greatest and most extended business on the face of the earth—retailing. A store may present a good front, but it is the system behind it that counts. If order in the store itself is linked with chaos in the storeroom and shipping departments no lasting degree of success can be anticipated.

A badly ordered storeroom or warehouse means waste of material, depreciation of stock, delay in sorting or in securing required articles and inefficiency in buying. If a merchant does not know just exactly what he has on hand, he cannot control his buying with the close precision that present day conditions render so imperative. He is likely to overbuy in some lines and to allow shortages to develop in others.

For all of which reasons hardwaremen have been taking a much deeper interest in their warehousing facilities. The time is past when a man was content to shove his cement into a dark bin behind a pile of rusty stove pipe and to store his glass here, there and everywhere. Cellars are being planned out on a systematic basis and the modern warehouse is coming into evidence.

In planning new hardware stores, almost as much attention is paid to-day to the efficient arrangement of the warehouse as to the lay out of the store itself. Economy of space, readiness of access to any and all goods and ease in receiving and shipping are among the points borne in mind.

Still a further step has been taken by Turnbull & Cutcliffe, Ltd., of Brantford. Last year they built a separate building for a tinshop and warehouse, facing on one of the side streets in the business section. It is situated within a block of the main store. This building is of red brick and presents a good appearance, quite as good in fact as that of stores in the vicinity.

The first floor is used for the tinshop. It is expansive, light and airy, as shown in the accompanying photograph. Here the men have plenty of room and an especially good equipment has been provided. Before the present building was erected, the tinshop was located on the third floor of the store, where there was not sufficient room. A large business was done at that time, but since the move was made into a separate building, the volume of business done has been multiplied several times over.

A new department devoted to slating work is maintained in this building also. Contracts for slating and roofing work are carried out on a large scale, not only in that immediate district, but in all parts of Western Ontario.

The system followed in these two departments is very similar to other systems which have been described from time to time in Hardware and Metal. Steps are used for checking up time and material on every job so that there is no possibility of losses occurring through carelessness in those respects. A stockkeeper handles the supplies and is responsible for all that goes out.

The cellar of the new building is used for storing of stock, chiefly of the heavier lines such as pipe, roofing, sheets, glass, etc. The stock is arranged in orderly fashion, no confusion of lines resulting.



Interior view of tinshop of Turnbull & Cutliffe, Brantford, Ont., taken from rear.

Paying Accounts Owing in Great Britain

Commercial Houses Find that Obtaining Credit in England at the Present Time is Very Costly—A Problem for Many Commercial Houses with Suggested Remedy.

Report from Financial Post.

DURING the past two weeks The Post has had many inquiries from their readers for explanation as to the high cost of making remittances to the United Kingdom. Some extraordinary impressions have been received from newspaper reports respecting the deposit of gold with the Finance Minister at Ottawa by the Bank of England. For some reason quite inexplicable some commercial houses, debtors to manufacturers in Great Britain, have the impression that by paying to the Finance Minister at Ottawa a sum equal to the par (9½) value of their debt they can discharge their liability in Great Britain. We fail to find any justification for this impression from our perusal even of the conflicting statements which have appeared in the daily press. The deposit of gold by the Bank of England at Ottawa was explained fully by our Ottawa correspondent in his letter in The Post of last week. That gold in the hands of the Finance Minister simply represents part of the debt of New York to London. When we say New York we mean the accumulated balance there in favor of London, England. And how this balance has been created we will endeavor to explain briefly later on.

Cost of Remitting.

Taking the case of a tradesman in Canada who has bought goods, say, in Manchester to the extent of £100 that is due in Manchester on the 4th of September. To discharge that debt there the debtor would either have to ship £100 in gold or buy credit in Manchester for that amount. If the debtor happens to have £100 in gold, he could discharge his debt by shipping the gold. This is now impracticable, and because of this, gold is to be deposited at Ottawa for account of the Bank of England.

Another way of settling that debt is by purchasing exchange on London. At the time of writing, August 20th exchange on London would cost the remitter about $5.05 for every £1. The difference between $4.88 and $5.05 for every £1 would represent about $17, or about 3½ per cent. on £100.

Cause of High Rates.

What concerns the remitter is the cause of this higher rate. In general terms the cause may be said to be the fact that Canada and the United States owe London a big account. Therefore, everybody wants to buy London funds and they are scarce. Scarcity always occasions high prices.

It may be somewhat elementary, but nevertheless, in view of the erroneous impressions just now so prevalent, it would appear to be necessary to state the cause of this huge debt which Canada and New York owes London. One of the chief reasons is that during the last week or two previous to the closing of the Stock Exchanges, particularly that at New York, a vast quantity of American securities were sold by parties in Europe to parties in the United States, and these securities have to be paid for in London. No other means being available, the debt must be discharged in gold. The next important cause for high exchange rates is the fact that wheat has been shipped in less quantity than usual from the United States, and the same applies to cotton and other commercial commodities. When trade returns covering August appear they will show a vast decline in United States exports to London. If these exports were moving under normal conditions and in normal quantity the result would be that New York's debt to London would be paid for in wheat, cotton and other commodities. When more normal conditions obtain on the sea and in England it will be possible for this continent to pay some of its debt to London by the commodities named. But we have to remember that Germany, France, Russia and other countries in the war zone obtain from the United States a huge volume of merchandise. It will be some time before these countries begin to trade again in a normal way, and in consequence it would be hazardous to prophesy as to likely changes in rates more favorable to remitters from this side of the ocean.

THE BACKBONE OF NATIONAL PROSPERITY.

Farming is by common consent the basis of our national wealth and prosperity. The farmers of Canada have, for the past two years, been getting top prices for what they have had to sell and have been able to obtain what they have had to buy at moderate prices. The war means better times for farmers.

Where the foundations of national wealth and prosperity are sound and assured, hopefulness may build her structures with confidence.

Business in Canada can and will be good if our business men will do their utmost to keep the bottom in business. Advertising is a good workman for this purpose.

When the Canadian farmer prospers, all is well.

A Suggested Remedy.

Present circumstances are extraordinary and such as to warrant some compromise arrangements as to cost of remittances. We do not wish to infer for one moment that the creditor on the other side of the water is under obligation to help the debtor over a rough place. In view of the uncertainty of exchange rates, and the exceptional character of present conditions, we do not see any reason why the Canadian merchants should not suggest to creditors in England that debts be settled by depositing in Canadian banks a sum equal to the amount of the debt on the slightly higher basis of gold parity—say about $4.88 or $4.90 per £1 sterling. If the Canadian house did this it would have to be by arrangement with the creditor in the United Kingdom. And that arrangement would have to be concluded before maturity of the debt. In view of the extraordinary conditions, it is more than probable that importer and exporter would be willing to meet the situation by a compromise on this basis, both losing a little.

When it costs £103 or £104 to settle a debt of £100 the situation is serious, but a debt is a debt, and it may be worth while to any house having a high regard for its credit to pay the extra 3 or 4 per cent. to maintain their reputation. When faced with these difficulties some tradesmen have been advised to let their bills stand over. This is a question which under the circumstances is difficult to pass an opinion upon. But if a debt is not paid at the present time, whatever the cost may be, it will have to be paid sooner or later, but how soon or late should not be left to be determined by the trend of the market for exchange.

HARDWARE AND METAL

VOL. XXVI. No. 35 Toronto, Canada, August 29, 1914 Two Dollars per Year

THE SILVER LINING TO THE CLOUD

THAT Canada is in an extremely fine position in the present crisis is becoming more and more evident as the days go by. Our vast agricultural resources coupled with the great distance we are from the seat of hostilities, make us particularly fortunate and more so since ocean trade routes to practically all nations are open.

A large Western manufacturer writing to the MacLean Publishing Co. deplores the pessimistic talk that is floating around—a great deal of which is being propagated by the newspapers—and lays particular stress on the bright sides to the situation. Outside of a few districts in the West, he points out, the farmers will have a very fair crop and they are going to get a lot of money for it. In addition to that the sales of horses will be large and the prices high, and cattle prices will undoubtedly remain steady.

Taking into consideration these points and the fact that British Columbia has a big crop of fruit, and that with the high price of canned salmon this year this article will realize a great amount of money; and when we consider that Eastern Canada has a good crop of practically everything there appears to be no good reason why we can not look with enthusiasm on the future. That the Canadian farmer is going to benefit greatly in times of high grain and live stock prices is self-evident. Canadian soil and Canadian waters are going to produce more wealth than ever and as we are dependent on these two factors more than on anything else, it naturally looks as if our producers would have a great deal of money to spend.

There is always a bright lining to the dark cloud. Some of us need a little courage to see it, but in a time like the present courageous deeds are the rule, not the exception. Do not be too ready to lie down. The man who faces the situation calmly, who pays his bills as he goes, and who is loyal to his fellow men, is the man who when the sun breaks out again will be among the heroes of the non-combatants.

OUR DUTY IN THE CRISIS

THERE is an old saying that what is one man's meat is another man's poison. The present war is undoubtedly a bitter pill to the business men of the German Empire, as it will throw the export trade of that country back a couple of generations. Through no fault of its own, industrious Germany will lose millions from this great conflagration. Factories that have been accustomed to ship their products to all parts of the globe have been closed down and even if they were working, they have no opportunity to use the high seas for transportation. That is their misfortune.

Canadian manufacturers are not so situated. The commercial waterways of the world are practically all open to them. Now that the first shock of the clash of arms has passed, and the feverish excitement consequent upon the great nations of Europe declaring war on one another is over, our minds are getting back to the fortunate situation in which we found ourselves.

It is clearly the duty of each of us to help fill the gap left open by those nations whose commerce is tied up. We are in a position to do this, but apart from that it should be the aim of every manufacturer, wholesaler and retailer in the trade to use his best energies in such a crisis to bring about normal conditions. By aiding to supply the deficiency created by the war, all will be doing a duty to their country.

WAR AND BUSINESS

IN Canada where the announcement of war several thousand miles away and the calling of a comparatively small contingent for active service has resulted in such a direct influence on business and our financial system, it is hard to conceive of the wide demoralization to trade and commerce in those countries which are the stage for the great battles. Here is a view of the conditions in France following the declaration of the war as presented through the eyes of one of the most prominent of the wholesale hardware men of Canada who is head of a leading Montreal house. In a letter to his brother he says:

"I was very much surprised at the suddenness of the collapse of the financial arrangements in France. It is scarcely possible that a country as rich as France is, could, without a moment's notice, permit their financial arrangements to collapse. It is quite true that the banks did not stop paying cheques on their own branches, but they absolutely suspended payment of letters of credit and would only give out cash in such large notes that one was almost as badly off as one would have been without money. For instance, I required on the 1st of August, the wages to pay servants and the small accounts, and all I could obtain was 1,000 franc notes, which it was absolutely impossible to change. So for several days we were walking around with 1,000 francs in our pockets and charging up what we required at the shops, when the situation was materially relieved by the issue of 5, 10 and 20 franc notes.

"When the mobilization placards were put up the response of the people was absolutely wonderful.

They simply turned the keys in the doors of their shops and houses and left for the front, apparently regardless of everything else but their duty to the state.

"While we were residing in Deauville we were naturally dealing with a number of shops for our general supplies. The merchants went away without even rendering their accounts or apparently without leaving them in the hands of any one else to render, and we, like many others, had to leave without paying our bills.

"At the Casino where, in ordinary times, you would see hundreds of louis in gold on the tables, there were piles of small notes. The financial conditions closed the Casino and all the people that could get away to their homes left and the day we departed from Deauville, which had a population a week before of probably 25,000 people, it was like a city of the dead. No one was to be seen excepting a few old men and many women with red eyes, who appeared to be stunned by the condition of affairs, but who brightened up and showed every sign of fight the moment the Germans were mentioned.

WISDOM, CONFIDENCE, ACTION

A TITANIC struggle is going on in Europe. We in Canada are not only involved as contestants—our country is vitally affected in many ways because of the international system of commerce and finance in which the business of Canada is a cog. The war has thrown us back on our own resources and we have many lessons to re-learn that our accustomed dependence on other nations has made us forget. We are unused also to thinking of the place of Canada in that inter-dependent, international fabric as other than a supplier of certain commodities, most of which we have in great abundance and to market which does not tax our skill nor our resources. But a new day is dawning. Canada has an unprecedented opportunity before her—yea, *thrust upon her* as a responsibility and a duty; and now this opportunity has come with such tremendous suddenness that we can scarcely realize it and some of us are in danger of mistaking that very opportunity itself for some horrible menace, we know not what. And perhaps none of us are fully alive to the brightness and genuineness of the silvery lining of the European war cloud on the side of it that opens toward Canada. What is it we need to make us realize our opportunity—Canada's opportunity—and to grasp it? It is summed up in three words: *Wisdom, Confidence, Action.*

THE WESTERN YIELD

WRITING from Saskatoon, Sask., a representative says under date of August 22:—Harvesting is general through this part of the country and the bulk of the grain will be in stook in a few days, provided the present favorable weather continues. The yield will be varied. In some places it is good, others medium, and still others poor; on the whole it is below the average. Threshing is commencing in some sections. The first car of wheat from the Goose Lake district passed through the city yesterday. This will be followed by many more shortly. Shipments East are commencing two weeks earlier this year than usual.

It is hoped that with the increased price being paid for cereals this season, money will be more plentiful when farmers begin to get returns for their shipments.

MIXED FARMING IN THE WEST

ELSEWHERE in this issue an article appears concerning a problem of vital interest to Westerners. The article is written by a Westerner who is in close touch with Western problems. He urges retail hardwaremen to do their share in preaching the gospel of mixed farming. This appeal should not go unheeded. Every retail hardwareman should do his share towards encouraging mixed farming in the West. Hardwaremen are in close touch with the farmers and the influence of the Western hardware trade, if each man does his share, will go a long way towards bringing about conditions which will be beneficial not only to Western farmers and merchants, but to Canada as a whole. The future of the West and the future of Western Canadians individually depends to a large extent upon mixed farming rather than in the exclusive growing of grain.

There has undoubtedly been a neglect of mixed farming in the past.

In a recent report of the commission on agricultural credits of the Saskatchewan Government, there is a statement that the country cannot be developed or sustained on grain-growing alone. This was the conclusion drawn after an exhaustive inquiry into agricultural conditions in all parts of the world; it was the declaration that Canada could not hope for agricultural success along lines which history repeated had shown to be unsound.

There were a number of factors which made it inevitable that the Western farmer must change from his grain-growing policy. The cost of the transportation of grain to world markets with the long rail haul is too high for handling anything but the best grades; the only way to get the benefits from the balance is by using it for feed and this applies to half crops which are hardly worth threshing, and which would make good fodder. The price of land was advancing so rapidly and the price of labor also, that the wheat markets did not offer the avenue to satisfactory profits. Experience was proving that the one-crop farmer was not the safe and sane farmer, and that it was a better policy to have always something for the rainy day—or perhaps it would be better to say the lack of rainy days. Then on top of all is the quiet spell in the West and the tightening up of credits on the part of the implement companies. The banks too have given the farmer a chance to catch up to things and look them in the face.

This is a problem in which every Western hardwareman is vitally interested and one worthy of their earnest consideration and support.

EDITORIAL BRIEFS.

* * *

NOW that the first shock of the war is over, let us get down to business and endeavor to make fall business hum.

* * *

IT IS THE DUTY of Canadian manufacturers to manufacture the goods that cannot be supplied by the nations now at war.

* * *

IN FIXING retail prices the trade should err on the conservative side during the present crisis. No one will deny the merchant a fair share of profit based on present values; but it is the duty of the true Canadian to see that nothing more is exacted.

Hardware Battleships Popular

Novelty in Window Display

HARDWARE battleships are becoming quite popular. During the past few weeks several have appeared in hardware show windows in various parts of Canada. In the August 15 issue of Hardware and Metal a hardware battleship which appeared in a Montreal window was shown. We now have one from the extreme western part of Canada.

An appropriate window and one that attracted a very considerable amount of attention was that of McLachlan Bros., hardware merchants, Granville street, Vancouver, B.C., an idea of which is given in the accompanying illustration. Perhaps no other than a hardware store could produce a window of this kind, since all the articles were from ordinary stock. The effect, however, was very striking, since the scheme was well carried out. In these war times, crowds viewed the display, which was better than any picture.

The shape of the dreadnoughts was formed by crosscut saws and suited the purpose admirably. The gun turrets fore and aft were ordinary inverted tin pans, while the observation turrets immediately above were inverted tin cups. A covered roaster did duty amidships, the funnels being short pieces of one-and a-half inch iron pipe, with elbows for the ventilators. The searchlight was a small dark lantern. The masts were made of spools of wire, and the gun cages on these were mouse traps. For guns nothing could have served the purpose better than hose nozzles. They were polished brass and being large at the base with small bore they looked for all the world like real miniature guns projecting here and there and bristling with danger. Whitecaps on the surface of the water were effected by cotton, and toy ships showed the smaller craft to be found on the sea. A bulwark line round both boats was represented by a chain held in place with clothes pins.

An important feature and one which drew the crowds, particularly at nights, was the lighthouse in the center, composed of a section of tin pipe, surmounted by a red light. This light was intermittent, and the red flashes brought people from across the street to look with appreciation on this creation of the window artist.

On either side are land fortifications, the guns being represented by ten-inch nozzles, and they certainly looked realistic and formidable. Gun carriages were black iron pulleys of different sizes. An air-craft was suspended above, the armament being made up the same as that of the boats, the propeller wings being feathers of uniform size.

WAR COURAGE.

Many a man in Canada, willing to go a-warring across the seas, is unwilling to fight at home—against the shadowy foes of bad times or of business depression.

This is a time in Canada when Canadian business men should fight—fight to capture new trade and to hold old trade. To stop one's advertising is to withdraw a powerful offensive and defensive force, and to expose one's business without a guard.

If the courage of manufacturers, wholesalers, retailers—the generals and captains of trade and industry—fails, the courage of the nation will ebb.

Keep up your courage.

Keep up your advertising.

Altogether the window was very attractive and up-to-date, and caught the public eye at a time when war extras were being rushed out every few hours. The designer was W. H. Jeffrey, who has been with the firm for four years. He was formerly with Ashdown's at Calgary, and is well known to the trade in the West.



Hardware battleships as they appeared in the show windows of McLachlan Bros., Vancouver. The display was arranged by W. H. Jeffrey.

CATALOGUES AND BOOKLETS.

Metal Work.

R. Normansell, Exeter Street, Birmingham, England, has issued a large and attractively illustrated catalogue of hearth furniture, coal vases, ashpans, brass and copper pots, fire brasses, stands, screens and pierced fenders, etc. Several hundred illustrations are shown, together with dimensions and price of each article.

Motor and Motor Cycle Accessories.

Benton & Stone, Ltd., Birmingham, England, have issued a fifty-four page catalogue showing their lines of "Enots" motor and motor cycle accessories. The lines comprise an exceedingly wide range of accessories. The catalogue is neatly gotten up, and splendid illustrations of the various lines are shown.

Stencil Catalogue.

G. F. Stephens & Co., Ltd., Winnipeg, Man., have issued an attractively gotten up 35-page stencil catalogue and instruction book. The book contains full information concerning the use of silkstone flat wall colors and illustrations showing the many stencils carried in stock; also detailed instructions for all kinds of stenciling. Copies of the booklet will be mailed on request.

Be Loyal to Your Own Community

Loyalty Flag for Use in Newspaper Advertisement—Tendency Towards Furthering a Home-Town Movement—Some Retailers Are Fighting Mail Order Competition.

THERE is a great tendency at present on the part of merchants, newspapers (except those controlled by mail order house) and the public generally towards furthering a "Home Town Movement," and endeavoring to forcefully impress upon the public the importance and necessity of supporting local merchants and industries.

A movement of this kind is one which deserves the support of every retail merchant and it would appear that there could be no more opportune time than the present for the launching of a new movement that aims at a more adequate recognition of the local merchant.

Local newspapers and merchants should throw themselves heartily into such a movement, for it is one which will bring mutual benefit to all parties. A movement of this kind if carried on aggressively cannot help but bring more business to local merchants and turn trade that goes outside, into the natural local channels.

Retail merchants, especially those in the smaller towns and cities cannot get away from the fact that a great deal of business is being lost to the mail order houses.

Local money is being sent to outside places for goods which could in many instances be bought at home for the same price. In some towns it is purely the fault of the local merchants that they are losing business to the mail order houses. There are some local merchants who never advertise—who seldom make a decent window display of their wares and who howl about the unfair competition of the mail order houses. These merchants as a general rule deserve little or no sympathy. They are dead ones and they let every one else know it.

On the other hand, there are local merchants who are making a brave fight against the inroads of the catalogue houses, and as a rule you do not find them complaining very much. They are badly handicapped in some ways but they are making the best of the situation and using the material at hand to fight the competition of the big mail order houses. These merchants deserve sympathy and assistance. They should be supplied with plenty of ammunition in the way of advice on business getting methods that will assist them in their up-hill struggle. Hardware and Metal has always advocated the "Loyalty to Your Own Community" spirit and has published dozens of articles showing what merchants were doing to combat mail-order competition. About three months ago we instituted an electro service and offered to supply electros of hardware goods at a reasonable price. Our idea was to give the retailer an opportunity to purchase electros which he could use for illustrative purposes in his newspaper and circular advertising. The response from the retailers has been far beyond our expectations and we have had many letters of appreciation. We have published several advertising suggestions and these have been used largely by retailers in various parts of Canada.

A few days ago the idea struck us that a "loyalty flag" would make a splendid addition to our assortment of electros. In the accompanying illustration we show how it can be used in an advertisement. It is the intention of Hardware and Metal to supply these at the nominal price of fifteen cents each and we expect that in the near future several thousand Canadian retailers will be using the little flag in their newspaper advertisements. The flag makes an appeal which will not be overlooked by readers of the publication in which the flag appears. We wish to do our share in furthering the spirit of "loyalty to your own community" and in assisting the retail merchants. Hardware and Metal has secured the co-operation of "Printer and Publisher," a sister publication, which is taken by practically all newspapers in Canada. Printer and Publisher will endeavor to impress upon all newspaper publishers the importance and necessity of assisting the local merchants in their struggles to keep local trade at home. Every retail hardwareman should do his share to encourage the spirit of "Loyalty to your own community."



The above advertising suggestion has been prepared for use by retail hardwaremen. By changing the firm name and address, and inserting prevailing quotations the advertisement can be used by any retail firm. The electros used have been selected from the assortment offered by Hardware and Metal electro service featured elsewhere in this issue. Electros of the "loyalty flag" can also be supplied at the same price as the electros shown in the assortment.

Results of S.W.P. Window Dressing Competition

Eighteen Prizes Awarded—Many Unique Displays and Original Ideas—Points Given for Clever Card Work—List of Winners.

THE window dressing competition which was arranged by the Sherwin-Williams Paint Co., created interest throughout the whole of Canada and was responsible for many unique displays in which original ideas predominated and in which the selling features were strongly brought to the fore. The awards have now been made and in connection are shown the displays which took the more prominent prizes.

In the competition there were several elements in window dressing which were given full consideration. A prominent place in the scoring was given to originality—but it was originality with selling power that was favored. Straight displays of merchandise even when relieved by the special materials which are supplied by the firms were not so highly scored as those with a feature which first attracted attention—the first idea is to get the attention and the next is to direct that attention to the merchandise; if the attention is not secured in the first place there is no chance of the merchandise being seen. Consideration also was given to the size of the window and the effect secured in proportion to the expenditure, for it would not be fair to put competitors in villages on the same basis as those in the large cities. Attention was also paid to originality in the shape of window cards and other advertising material from the hand of the window dresser.



HERBERT WADDINGTON, Chilliwack, B.C.

The first prize window, the work of Herbert Waddington, in the store of Denmark & Burton, Chilliwack, B.C., has for the foreground setting a realistic scene worked out in a most original manner. In the foreground is the street railway shown as operating on the street which runs along the front of the window, while behind is a home-like residence with wire fence, flower beds and lawns. In the rear the background is made up with a tasty display of merchandise with appropriate show cards.

In the second prize window, the work of F. Anderson, with the Cheney Hardware Co., Calgary, Alta., the outstanding idea is a rural scene with the figure of a boy fishing in a brook—that is, the boy had the idea of fishing. What he caught was a paint tin, as will be seen. The idea is conveyed on the card "A good catch." There is a good background merchandise display.

The first prize for the special varnish window goes to F. N. Williams of the F. P. Wiliams store at Knolton, Que., and here consideration is shown for the smallness of the window in which the dresser had to work. Points were also given for the clever card work which is a relief from the usual stereotyped display.



First prize paint display arranged by Herbert Waddington, with Denmark & Burton, Chilliwack, B. C. A unique street scene as the foreground attraction to a varied paint display..

The judges of the contest were: H. M. Reid of Hardware and Metal; J. C. Wilkes of Canadian Hardware Journal; L. R. Greene, The Sherwin Williams Co. of Canada, Ltd.

General Window Display.

1st prize—Herbert Waddington, Chilliwack, B.C.
2nd " —F. Anderson, Calgary, Alta.
3rd " —Howard Crummer, London, Ont.
4th " —H. C. Lavery, Niagara Falls, Ont.
5th " —Fred W. Ash, Creston, B.C.
6th " —Jas. A. Moore, Hearts Content. Nfld.
7th " —F. N. Williams, Knowlton, Que.
8th " —Jas. C. Carrie, Goderich, Ont.
9th " —E. O. Hart, Toronto, Ont.
10th " —Wm. H. Lowe, Port Hope, Ont.
11th " —Geo. Blott, Brantford, Ont.

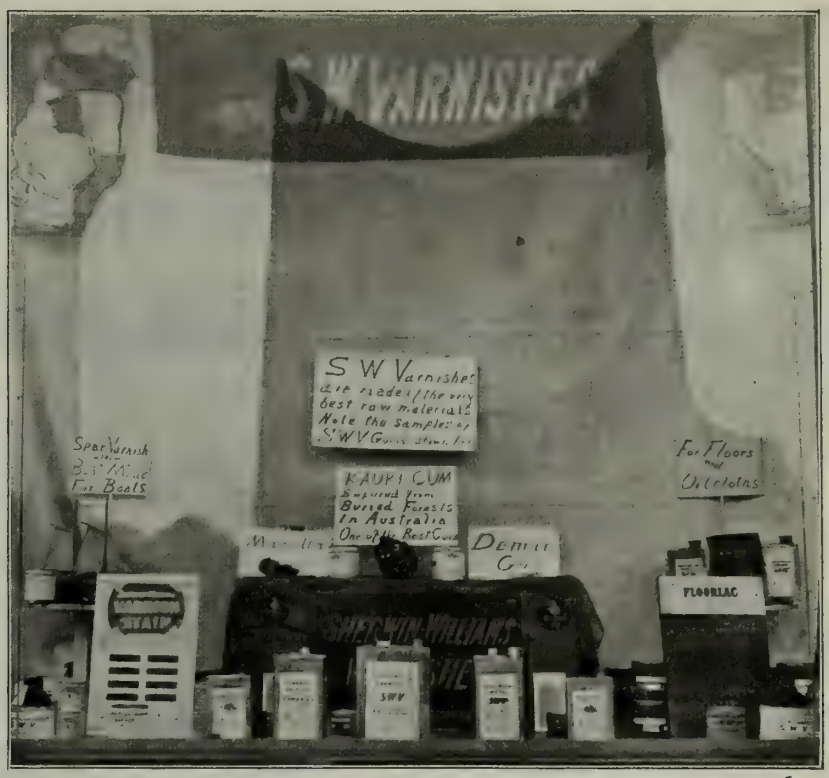


F. P. WILLIAMS, Knowlton, Que.

12th " —L. K. Bradbury, Prince Albert, Sask.
13th " —W. Arthur Evans, Kelowna, B.C.
14th " —J. E. Maylor, Guelph, Ont.
15th " —E. G. Dryden, Fredericton, N.B.

Varnish Window Display.

1st prize—F. N. Williams, Knowlton, Que.
2nd " —Chas. A. Ostrom, Belleville, Ont.
3rd " —H. W. Reid, Selkirk, Man.



Display by F. P. Williams, Knowlton, Que., awarded first prize in the varnish contest.

PRESENT CHEQUES PROMPTLY FOR PAYMENT.

The necessity of presenting cheques for payment promptly was demonstrated recently in the law courts in Toronto when a legal case was lost because this precaution was not taken, even in the face of the fact that there were no funds in the bank. The endorsers of the cheque were sued but the judge held them not liable. A review of the case here will be interesting:

The Bank of British North America sued the defendants as endorsers of two checks drawn by Maybee & Wilson, who failed about that time, on the Market Branch of the Standard Bank. The defendants cashed the checks at the Stockyard Branch of the Bank of British North America on October 1st last. The branch forwarded the checks to its head office to be cleared, and the checks went through the clearing house on the 2nd, and were delivered in the usual way to the Standard Bank head office. The checks remained at the Standard Bank (head office) all day on the 2nd, and were not sent down to the market branch of the Standard Bank, on which the checks were drawn, until the morning of the 3rd. There not being sufficient funds on the morning of the 3rd to pay the checks, the market branch of the Standard Bank retained them until a few minutes before closing of bank hours on Saturday, the 4th, when the checks not having been honored, were returned to the Bank of B. N. A., and clearing house checks received therefor. The checks were protested by notary on the 4th, but notices of dishonor were not mailed until the 6th.

The Bank of British North America having sued the endorsers, they raised two defences: First, that the checks were not presented in time; second, if they were, they had not received proper notices of dishonor.

The bank relied on rule 12 of the clearing house, which provides that

(Continued on page 39.)



Second prize paint display awarded to F. Anderson, Calgary, Alta. In this display credit is given for a strong attractive feature outside of the paint display.

Junior Clerk's Page

RIGHT THINKING BRINGS RIGHT RESULTS.

If you are discouraged, bewailing the fact won't help you; if the year past seemed to have had more than its share of worries and troubles, dwelling on them will not improve the present situation.

Usually that which a man calls fate is a web of his own weaving from threads of his own spinning.

The human mind is a wonderful negative. It records miscoscopically every passing thought and mood. These are telegraphed to that mirror of the mind —the face—to be reflected as part of the day's impressions, for good or ill, on the mind of every passer-by. Happiness is infectious, and the donor receives in bountiful measure what he imparts.

Forget the past—stop thinking of the future — to-morrow is a mystery—the present is all you have—live each day for itself, and remember that "we live in thought not years."

Arise each morning with a smile, and be thankful for the day's opportunities; for the sunshine and glorious outdoors; for children's faith and laughter; for a woman's trust, and for the friendship of men who believe in you.

Happiness is from within, not from without. It springs from a contented mind and a harmonious life—not in the possession of wealth or power. These come later from right thinking and right seeking.

Get your mind true with the verities of life; believe in simplicity and sincerity.

A TRAIT OF GREAT MEN.

"So far as I have encountered them," said a citizen of the world, "a characteristic of great men is that they have time, they are not in a hurry; their work doesn't boss them, but they boss their work. They don't act as if every minute you stayed was valuable time lost to them; they don't fret and fidget. What time they do devote to you appears to be time they can spare and take things easy in and be comfortable—it is characteristic of the great man that he has time.

"It is the common experience of us all that the bigger the man is in a business way, the easier he is approached and business transacted with him."

WESTERN OBSERVATIONS.

An Eastern firm manufacturing a new stove sent a trial order to a hardwareman in a Southern Saskatchewan town, who sold them, and received complaints that they were not working satisfactorily. A representative of the firm was sent to investigate. After his report had been received, the hardwareman received a long letter of explanation which, in a few words meant this: "We have sent you some stoves minus a certain part. Of course, they could not possibly work satisfactorily. The foreman in the assembling department made a mistake. Mistakes will happen in the best of families. Sorry."

I happened to know these circumstances, and asked the hardwareman what he thought of this stove. "Absolutely no good," was his reply. He may have been wrong, because I have heard several other merchants speak highly of them. It shows how a "mistake that will happen" can affect the reputation of a good article.

While talking to a Weyburn hardwareman the other day, the representative of an oil stove manufacturer approached. "You have stopped handling our line," he remarked. "Yes," replied the merchant emphatically, "I stopped because every other hardwareman in town carried it, and they were cutting prices to the core." There is a tendency for large dealers, especially department stores, to take hold of a popular article like this stove, and make a leader of it, selling it as near cost as they possibly can. This ruins the chances of the hardwareman.

There is a field south of Weyburn, stretching right along the United States border, which Canadian stove manufacturers require to watch carefully. Ameri-

(Continued on page 46.)

Sand

I observed a locomotive, in the railroad yard, one day;
It was waiting at the roundhouse, where the locomotives stay;
It was panting for the journey, it was coaled and fully manned,
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip
On their slender iron pavements, 'cause the wheels are apt to slip;
So when they reach a slippery spot, their tactics they command,
And to get a grip upon the rail, they sprinkle it with sand.

It's about this way with travel along life's slippery track,—
If your load is rather heavy, and you're always sliding back;
If a common locomotive you completely understand,
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly, and you have a heavy grade,
And if those who've gone before you have the rails quite slippery made,
If you'd ever reach the summit of the upper tableland,
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather, and discover to your cost,
That you're liable to slip upon a heavy coat of frost,
Then some prompt, decided action will be called into demand,
And you'll slip 'way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen,
If there's fire beneath the boiler of ambition's strong machine;
And you'll reach a place called Flushtown at a rate of speed that's grand
If for all the slippery places you've a good supply of sand.

New Hardware Goods

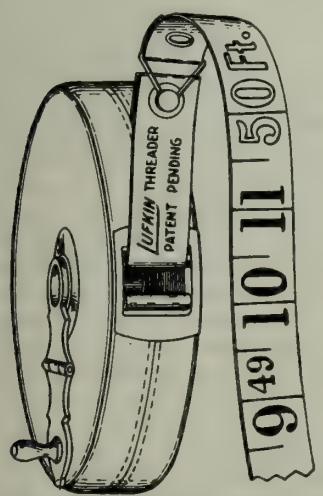
Offered Canadian Hardwaremen

METALLIC TAPE "THREADER."

The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario, has just put out a patented measuring tape attachment known as a "Threader," which will hereafter be furnished with their "Metallic" woven tapes without extra charge.

The "Threader" is a loop and stud arrangement, by means of which the tape, though securely fastened to the winding drum of the case when in use, can yet be readily detached from it and a new tape as readily attached, no manipulation of the case, case screw or drum being required to do this.

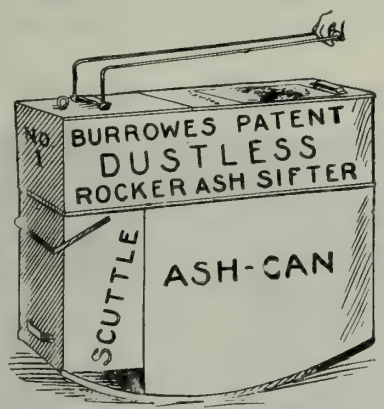
Woven tapes are sometimes torn by accident or through long use often become soiled and worn in such a way that they must be replaced while the case is yet in very fair condition. The case not receiving the same hard use as the tape line usually outwears it, and representing approximately half the value of the outfit it is of considerable importance that it be a simple matter for anyone to insert a new tape in the old case as often as necessary and thus get the fullest measure of use out of the case as well as the tape. Metallic tapes without cases are quite generally stocked by hardware houses, etc., and can always be easily obtained. The attaching is said to be perfectly and easily accomplished by means of the "Threader."



Lufkin Rule Co. Metallic Tape "Threader."

DUSTLESS SIFTER.

The Burrowes Mfg. Co., 607-611 King street west, Toronto, announce that the Burrowes Patent Dustless Rocker Ash Sifter, which is now being offered to the trade has several improvements over the patterns sold last year. The new sifter is strongly made of galvanized iron and measures 12 inches wide, 26 inches long, 24 inches high. The makers state that the construction and perfect balance on angle iron rockers, the large space for ashes to spread and sift freely over a large screen together with the easy rocking motion all tend to make the sifting very easy.



Burrowes Dustless Sifter.

The sifter is said to be a convenient height and has a large hinged lid. The sifters are packed in corrugated boxes, one in each and weigh 30 pounds.

STEEL COIL FIRE POT.

The No. 21 Steel Coil Fire Pot illustrated below has recently been placed on the market by the Clayton & Lambert Mfg. Co., Detroit, Mich., makers of the C. & L. line of fire pots and torches. It is claimed that this new fire pot contains all of the latest improvements in coil fire pot construction. The tank is made without soldered joints but is drawn from one piece of extra heavy steel with bottom and fittings welded in, making it extra strong and durable. The top plate is malleable iron, the uprights extra heavy, the valve large and well made and the large funnel shaped filler greatly facilitates filling the tank with gasoline. The makers claim that all parts of this new fire pot are of the best possible construction and designed to withstand the most severe service producing the maximum degree of heat with the greatest economy in the consumption of fuel. The No. 21 is made with automatic brass pump and the manufacturers are prepared to supply also their new No. 11 which is similar but fitted with a good rubber bulb for producing air pressure in the tank.

PRESENT CHEQUES PROMPTLY FOR PAYMENT.

(Continued from page 37.)

checks received by a bank through the clearing house drawn on its city branches must be presented not later than the following banking day, and, if dishonored, must be returned to the depositing bank not later than 3 p.m. on the next legal banking day following the presentation, except on Saturdays, when the hour shall be 12 o'clock noon.

The Appellate Division, however, held that there was nothing in the Bills of Exchange Act or the Act incorporating the Canadian Bankers' Association to make this rule binding on the public, and that the common law rule regarding presentment of checks, viz., that checks must be presented for payment on the day they are received, or at the latest on the day following their receipt, still governs, and the defendants were dis-

(Continued on page 43.)



Clayton & Lambert No. 21 Steel Coil Fire Pot.

Current News

New Firms.

McBride, Alta.—The Thompson Hardware Co. has started business.

Kenora, Ont.—The Kenora Super-Stove Co., Ltd., has incorporated.

Death of J. H. Moore.

Hamilton, Ont.—The death occurred at Berkeley, California, of John H. Moore, formerly of this city, and who for many years was a partner in the hardware business of Bowman & Moore, which did business on King street east, between John and Hughson.

Dominion Incorporations.

International Distributing Co. of Canada, Ltd., capitalized at $10,000, head office, Montreal, to deal in safety razors, strops, shaving accessories, etc.

Granted Patent on Stove Attachment.

Hanover, Ont.—W. J. Sarvis has been granted Canadian patents on a superheated air circulating economist for stoves and ranges.

Business Changes.

Waldheim, Sask.—Simon Peters, hardware, has been succeeded by C. Loewen.

Vancouver, B.C.—It is reported that G. R. Page has discontinued his hardware and grocery business.

Renfrew, Ont.—W. A. Moore recently took over the hardware business of P. S. Stewart & Son.

Beausejour, Man.—It is reported that G. R. Scruton, lumber and hardware merchant, has sold out.

Annual Convention.

The annual convention of the travelling salesmen representing the Carpenter-Morton Company, Boston, Mass., was held last week at the Boston City Club.

Salesmen representing nearly every state in the Union and Canada were present, and were afterwards afforded an opportunity to look over the company's factory and executive offices.

These men sell Campbell's Varnish Stains, Colorite and Cow-Ease, three specialties manufactured by this concern.

The convention was the largest and most successful in the history of the company.

Personal.

Montreal, Que.—Lewis Bros. announce the appointment as a travelling representative in Quebec Province, of A. Desjardins. Mr. Desjardins has been associated with Lewis Bros. for the past seven years and for the past three years has been assistant to the manager of the Order Department, A. E. Bourret.



GEORGE E. PEARSON,

Associate Editor, Hardware and Metal, who goes to the front with No. 1 Company Princess Patricia Light Infantry. Mr. Pearson is a splendid type of man and has many warm friends in the hardware trade. He is a Canadian.

The Princess Patricia Light Infantry, which is now recruited up to its full strength of 1,000 men, will be the first Canadian force to leave for the front.

The regiment is practically all composed of veterans, either Canadian or British, who have seen active service. They present a splendid appearance, and will undoubtedly create a most favorable impression on landing in England. Before crossing the channel the regiment will probably be given a little further training at Aldershot or Salisbury Plains.

After reviewing the Princess Patricia Light Infantry the Minister of Militia, Col. Hughes, sent a cable to Earl Kitchener stating that there was no finer regiment to be found in the world.

It is expected the regiment will sail on Saturday, August 29, the date of publication of this issue.

Hardware Burglarized.

Owen Sound, Ont.—Burglars entered the J. T. Thompson Co. hardware store and secured about $25 in cash.

Ronuk Week.

Ronuk, Ltd., 53 Yonge Street, Toronto, announced "Ronuk Week" will be September 14 to 19. During that period a large number of advertisements will appear in newspapers throughout Canada offering free sample tins of Ronuk to all persons who will take the newspaper clippings to the nearest dealer handling Ronuk.

Letters to the Editor

Editor Hardware and Metal:

I would like to draw your attention to the iniquitous syctem of inspection of scales and measures. An inspector called and inspected my scales and measures. He made two trips. On his first trip he overlooked a platform scale I had on the floor as merchandise. The scale is one I have for sale as new merchandise, but once in a long while a clerk rather than go out of his way would use the scale. It was not supposed to be in use. I claimed it should not be inspected and made a protest, but to no avail. He made the second trip and charged me double cartage as well as charging $1.25 for inspecting a scale not in use. I claim the whole system is iniquitous. The Government inspects weights and measures for the protection of the public. Why should honest merchants have to pay for this. Should not the public pay for the inspection as an indirect tax?

On the other hand is the inspection a protection? A merchant who will tamper with his scale can do so five minutes after the inspector leaves, knowing that he will not return for two years. The system is an imposition on the long-suffering merchants. I would like to hear what other merchants have to say in this connection.

Yours truly,

Retail Hardwareman.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Hardware markets and business, although somewhat unsettled, owing to the influence of the war are steadier than they were last week. Price adjustments are still under way. Trade in the country towns situated in farming districts continues fair, although there is a slackness in the larger cities. The trade is making the best of present conditions, and very few complaints are heard. In the paint markets oil continues to fluctuate, lead is firm, while turpentine is weaker. Glass has advanced in some quarters, although the demand at present is light and stocks are fairly heavy. Cordage lines continue very firm. Paint brushes have advanced in price. The metal markets are still unsettled, and only a limited amount of business is passing. Tin has declined and is quoted as low as 45 cents at Toronto. Very little is being offered and stocks are very light. Some men in the trade expect tin to advance again in the near future. There is a heavy demand for spelter. Pig lead remains practically unchanged. Fall lines are moving in fair quantities. The larger cities are naturally feeling the depression more than the smaller towns.

MONTREAL.

MONTREAL, Aug. 27.—The trade has come to accept the war conditions as established for the time being, and conditions have accordingly settled materially during the week. Business can only be described as fair. There is nothing to complain about as regards the orders from the country points and from the smaller cities and towns, but in the larger cities there has been a rather surprising falling-off in demands. There have been further price adjustments in some departments, but few of these changes affect the general hardware lines. Glass has gone up about ten per cent., and the increases in the prices of cutlery are being extended to cover the department more generally. There are higher quotations in some of the metal lines, but tin is cheaper, and solder has also come down in price at the same time. The market for the majority of metal goods is very firm.

Metals.

The tightness in the tin market has been relieved, and the price has receded to about 50c. In accordance, there has been a reduction in the prices of solder. Commercial is now quoted at 28c; half-and-half, 30c; 50-50, 33c; wire solder, 35c; and wiping solder, 28c.

The copper market has firmed up materially since the resumption of transportation on account of the demand which has come from England.

Antimony is not quite so strong as a week ago, having receded a couple of dollars.

Lead pipe has finally been affected by the war conditions, and the basis has been changed from 7½c, with 7½ per cent. off for lead pipe, to 7½c, with 2½ per cent. off, and lead waste pipe from 9c, with 7½ per cent. off, to 9c, with 2½ per cent. off.

Rope and Twine.

Although the quotations for rope and twine are on the same basis as following the advance two weeks ago, the situation is very firm and prices are inclined to be stiffer than a week ago. Quotations:—Pure Manila remains at 15c base; British Manila has gone up 1c to 12c; African hemp is up 1c to 12c; sisal remains at 10½c; and single and double lath yarn also remains at the same figure, 9½c and 10¼c respectively. Russia deep sea line is off 1c to 19c; Russia tarred rope bolt is down to 17c, and jute rope has gone up a ½c to 11½c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Iron is still on the old basis, but is very firm, and with an active demand would no doubt be advanced. But, generally speaking, conditions are such that prices for metals will not be advanced until there is an absolute necessity.

Fall Lines to Country

The movement of fall lines to the country continues to be very satisfactory, and to the lines which have been in demand are now added skates and sleigh bells.

Nails, screws and rivets have not changed in price, but they are very firm

GLASS QUOTATIONS.

The following prices on glass are now in effect at Montreal:

United Inches.	Star.	Double Diamond.
25″	$3.75	$ 5.45
40″	4.00	6.05
50″	4.50	6.90
60″	4.75	7.45
70″	5.05	8.20
80″	5.65	8.75
85″	6.15	9.60
90″	....	11.40
95″	....	12.50
100″	....	14.55
105″	....	16.40
110″	....	21.00

For Montreal City add 25 cents per case advance on Star and 40 cents per case advance on Double Diamond.

at the present figures in the face of conditions in the metal markets. Wire nails are quoted at $2.25 base.

Stoves and Tinware.

There has been no further increase in tinware; in fact, with that material having receded in price to about 50c, the situation has eased off, although the present basis would more than warrant the prices that have been made. Galvanized sheets are advancing in price on account of the scarcity of spelter. The lower price in tin is reported as being due to the arrival in New York of shipments of tin from the Strait Settlements.

Dealers report that there is a good demand for furnaces, and that the outlook for the season is very favorable. The cold of last winter seems to have made an impression, and people are preparing.

TORONTO.

TORONTO, Aug. 27.—The influences of war are still having an effect on the hardware markets, and business in some lines has shown a slight falling off. City business is rather slack, but orders from the country districts are numerous and of fairly good size. Hardware jobbers have not reduced their selling staffs, and every effort is being made to keep trade as near normal as possible. Fall goods are moving in fair volume, although not at the same rate as during the corresponding period of last year. A large number of out-of-town merchants are expected in Toronto next week to attend the National Exhibition. There will be a large number of exhibits of hardware and paint firms at the Exhibition, and many travelers will be in attendance at the various booths. Toronto wholesale firms are making preparations to receive visitors.

Stove Trade.

City trade in stoves is rather dull at present, but compares favorably with the corresponding period of last year. Country trade is holding up well, and collectors from country towns are fairly good.

Metals.

The chief feature of the metal market has been the decline in tin, which is now quoted locally from 45 to 47 cents. The recent high prices brought out all surplus stocks, and the net result was that prices fell. It is felt in some quarters that the high prices will be duplicated again in a short time. Very little tin is being offered for sale here. Local dealers prefer to hold for higher prices. Copper is firmer, and is quoted locally from 13½c to 14c. Lead is unchanged, the ruling quotation being 5¼c.

Antimony is unchanged. Spelter is in tremendous demand, and has advanced ¼c per pound. The metal markets are very unsettled, and prices cannot be guaranteed except for immediate acceptance.

Brass Goods.

The advance of price in certain metals has not affected the price of brass goods yet, but manufacturers are not indulging in any predictions owing to the prevailing uncertainty. The plumbing business is dependent on building, and building on the loan market. Consequently the demand for brass goods is limited. This is the time of the year when an improvement is usually experienced in the demand for electrical goods. A slight improvement has been felt, but not as marked as usual.

Iron and Steel.

Business in iron and steel is very quiet at present. Prices on nails remain unchanged. Cut nails are $2.70 base and wire $2.25 base, for present and future delivery. These quotations are being fairly well maintained.

WAR AND BRUSHES.

War is responsible for a number of things, few if any of them good. Among other things it is now responsible for the lowly pig failing to supply the market with the bristles which make all kinds of brushes possible. But strangely enough, civilization—the antithesis of war—is also helping to this end. The result is certain to be higher prices for brushes before any great lapse of time.

Bristles, for the most part, come from the hogs of Russia, Germany and Austria. These three countries, as all the world knows, are now engaged in the most momentous war of the age. The pig, therefore, is called upon to serve principally the one purpose of feeding the people. His bristles are passing, at least to some extent, unnoticed. In any event they cannot be shipped readily to the manufacturers.

It is the hog of these countries which gives off the desirable bristles, for it is the hog of these countries which is wildest. From India and China come a certain amount of bristles, but the civilized pig of this continent supplies the brush manufacturer with little or nothing. Only the hard-working, self-supporting, root-digging hog of the Kentucky mountains—the lean and despised "razor back" is any good at all in supplying bristles.

The price of these bristles, some manufacturers state, has already advanced from 25 to 75 per cent. This means only one thing — a higher price for brushes. As is mentioned in the Western markets some manufacturers are undertaking to maintain the present quotations on shaving brushes, at least until the end of the year. Paint brushes, however, are evidently to be advanced. Talk of 10 per cent. rise is already urged.

LONDON.

LONDON, Ont., Aug. 27.—Business here continues fair to quiet. The excitement caused by the war has a tendency to keep people from the stores. Buyers are ordering small quantities only until they see how fall trade starts.

Very few price changes have taken place here during the week.

Paints.

The paint market is very unsettled at the present time. No price changes have taken place since the advances noted last week. Linseed oil is quoted locally at:

Linseed Oil:—	Raw Linseed	Boiled Linseed
1 bbl. lots	70c	73c
2 to 5 bbls.	69c	72c
6 to 9 bbls.	68c	71c
5 gal. lots	77c	80c

Turpentine is showing weakness at present. The following quotations are still in effect:

1 bbl. lots .....67c per Imp. gal.
2 to 4 bbls. .....66c per Imp. gal.
5 gal lots .....74c per Imp. gal.

Glass and Putty, etc.

The glass market is rather firm at present and advances are expected in some quarters. The demand is very light and stocks are fairly heavy at present. The demand for putty is not very brisk at present. The following quotations prevail:—

Standard Bladder	$3.05	per 100 lb.
Stand. 100 lb. drums	2.75	"
" 25 lb. drums	2.85	"
Pure 100 lb. drums	3.50	"
Pure 25 lb. drums	3.60	"

Building Materials.

Building operations have been curtailed since the announcement of the war and the demand for materials is not heavy.

Wire nails are quoted at $2.25 base, cut nails at $2.70 base. Sash weights sold at $1.50 per 100 lb.; 1-lb. sections at $2 per 100 lbs; ½-lb. sections $2.25 per 100 lbs.

Fall Goods.

There is a fair movement in fall lines including lanterns, game traps, guns, ammunition, etc. Trade from the country towns continues fair but city business is quiet.

WINNIPEG.

WINNIPEG, August 26.—The first excitement of the war is now over, and while prices continue to advance there has yet been a steadier

tone to trade. It is evident that the dealers are not getting stampeded. As a head traveller for one firm states, they are buying quite freely, but carefully. No great speculative buying is recorded. Under conditions this is regarded as eminently satisfactory. This year especially, it is in the interest of dealers to make as good a turnover as possible, without holding any stock for a great while.

The advance of the threshing season has done a great deal toward giving a healthier tone to trade. It is quite true that the crop is not as large as last year's—not nearly as large as could have been desired—yet there are compensating features. To begin with, much of the threshing already done indicates that the yield will be better than was estimated from the standing grain. Then the straw is so short, and the season has been so dry on the whole, that the actual labor or threshing has been reduced materially.

Where Farmer Wins Out.

It is estimated that the crop will be handled with the employment of 10,000 less men than in the past few years. This is hard on the men, nevertheless it reduced the cost of getting the grain ready for market. By reason of the short and dry straw, moreover, the threshing gangs will be required for much shorter period. Some authorities have estimated that the preparation of the grain will be effected for 5c less a bushel than a year ago. Add to this 5c saving the considerably higher price which the farmer is going to get for his grain, and it will be seen that the dealer in all districts where there has been a fair crop will have a good opportunity to collect his accounts. Moreover, the farmers have not the exceedingly heavy obligations to the machine men which held them down a year ago.

Demand for various lines varies. Window glass is moving freely now, so far no changes in price have been struck. These, however, seem certain to come. Threshing goods are still moving, though the majority of this buying has been now completed.

Price Advances.

In metals a considerable upward movement has again been struck. Galvanized iron has been advanced 25c, and tin plate has moved upwards 50c per double box and 25c per single box. Solder too has been advanced. There is some variation in the prices being asked for this, these ranging from 40c to 45c. Since wholesalers will have to pay considerably over 40c to renew their stock, however, it would seem that the higher quotation is reasonable enough. Sheet zinc, too, has been raised 1½c to 1¾c per lb.

ON A WAR FOOTING.

Canada is going to find out, within the next few months, what it means to be "on a war footing."

Just what it means depends largely on how we meet the situation. It might mean continued dullness, depression, "hard times"—if we were to persist in thinking and talking "hard times."

It may, just as reasonably, mean prosperity—if we keep our heads and go after business in the right spirit of aggressiveness.

We might well follow the lead set us by some of our large industrial concerns.

An excellent example is furnished by our three leading automobile manufacturers.

One—making a high-priced car—has given instructions for the most aggressive selling campaign the company has ever undertaken; backed up by a big campaign of advertising in the newspapers.

Another, who makes various-priced cars of high quality, had a large announcement of 1915 models in a long list of papers the very week after war was declared.

A third—a Canadian branch factory of a United States concern making a popular-price car, is announcing an important price change—and taking larger space than ever before in Canadian newspapers to tell the story.

And this, be it noted, is the attitude of the three big men in an industry that the pessimists have been predicting would be seriously affected by the war. Their unshaken confidence, their greater-than-ever determination to market successfully a class of product that is always hard to sell, should be an inspiration to the rest of our industries. These three manufacturers have tested advertising, and have confidence in its efficiency in stimulating business in times of war as well as in times of peace.

Instead of retrenching, the business men of Canada may well emulate the action of the motor car manufacturers, and go out after business in the most aggressive way possible.

It is difficult in every case to lay a finger on the exact cause of these advances. Zinc and solder, however, are now practically tied up in Belgium, and the little which comes through from the United States is not sufficient to meet the demand. The difficulty with ingot tin—which affects all tin products of course—is to get shipment from Singapore. The British Government are taking steps to prevent exportation. Rope has also moved upward during the week. Pure Manila 1c and British Manila 2c. The advance here seems to be the result of the war's interference with British production, and also to some extent to the greater demand.

Linseed Oil Up 3c.

So far no change has been struck in paint, but various paint products have been put upon a higher level, and it is quite possible that an advance will take place in paint within a month. The advisability of this is now being considered by the manufacturers. There seems to be a desire to keep prices at their present level as long as possible, but it is generally believed an advance is necessary. The week has seen a 3c advance in linseed oil. A general reduction in the crop is one of the causes of this.

White lead has been moved up 25 per cent. Present quotations being $9.40 in less than ton lots; $9.10 in one ton lots, and $8.80 in five ton lots.

Lead Needed for Bullets.

This advance of course is directly attributable to the war. The British Government won't allow any shipment of English lead. They want it all for bullets, this naturally makes a bigger demand on B.C. Trail, with the result that it is moving upwards. Another line which can be expected to advance very shortly is brushes. In the market quotations, however, it should be stated that some manufacturers are already withdrawing accounts; that there is a practical certainty of paint brushes and white-wash brushes advancing; but that at least one manufacturer has declared orders for shaving brushes will be filled at present quotations at least until the new year.

PRESENT CHEQUES PROMPTLY FOR PAYMENT.

(Continued from page 39.)

charged by the failure of the bank to present the checks at the proper time.

A somewhat similar decision was given by the County Judge of Waterloo, Ont., last year. A grocer of Galt accepted a cheque from a customer in payment of his account made by a party well known to the grocer and which was endorsed by the customer. The grocer held the cheque for some days before presenting it, when it was dishonored. In the meantime the maker of the cheque had absconded, the customer refused responsibility, the grocer sued, but the judge held that the endorser was not liable as the cheque was not presented in proper time.

Paint Department

Pushing Paint Sales During the Fall

There is a Considerable Amount of Fall Paint Trade for the Merchant Who Gives the Line Sufficient Prominence—Various Lines Which Can be Sold.

THE approach of fall reminds us that a considerable amount of painting should be done during the next two months. A great deal of inside and outside work should be done.

We hear a great deal these days about economy, but what greater economy is there than applying a much-needed coat of paint or varnish to a worn surface?

Paint preserves property from premature depreciation and this fact should be impressed upon the minds of all property owners, especially during the early fall—the season preceding the time of year when the elements do their destructive damage to unprotected property.

Paint not only preserves property but it improves appearances. During the fall of the year when the householder is endeavoring to make the home interior comfortable and attractive, and is preparing for the winter siege of cold weather, paint and varnish should be kept well to the front. Hardwaremen and their assistants can help to beautify the home interiors by showing householders how paint and varnish can be used—by demonstrating the goods in the store and by using window displays. For interior use there are many lines which can be sold. Take varnish, for instance. Think of the many varnished surfaces in the average house. Woodwork, doors, floors, furniture, etc., all require brightening up occasionally, and there is no better time to do this work than in the fall.

Another line which can be sold is varnish stain. Every hardwareman who handles varnish stains knows or should know the many uses to which the householder can put this useful paint specialty. Wall colors are also quite popular and there is a steady movement in favor of modern wall colors as a highly ornamental and serviceable finish for interiors. Hardwaremen can demonstrate the effectiveness of this material by securing a few medium sized sheets of wall board and having them painted in the presence of the clerks. The boards can then be placed on display in the store, for the inspection of customers. The clerks having seen the finish applied, will be able to drive home many sales—clinching arguments in favor of the wall finish as a decorative material suitable for interior work.

Fall is also a good season of the year in which to sell stovepipe enamel and liquid aluminum. With the approach of cooler weather householders begin to set up the winter stoves. This means business in stovepipe enamel for the live dealer who will prominently display the goods. The old plan of showing a half-enameled stovepipe is a good one and there are many merchants who adopt this method of featuring pipe enamel year after year. The length of pipe can be placed on display near the front of the store where all customers can see it. A neatly lettered show card bearing a legend along the following lines, "See the difference—the lower half of this pipe is painted with Blank's stovepipe enamel. Ask us about it," will help to attract attention. Liquid aluminum is also another good seller in the fall. Many people use aluminum paint for decorating radiators, furnace and stove pipes, etc.

Another splendid selling line during the fall is floor paint. This is a class of paint which can be sold readily to householders and which the latter can easily apply themselves.

Hardwaremen who give the paint department the prominence it deserves in the fall usually reap a liberal harvest of paint sales and profit.



The above display appeared in the show window of Sanderson, Pearcy & Co., Toronto, and was arranged by the late P. E. Jones, whose likeness appears on the left of the insert. Mr. Jones went down with the Empress of Ireland. This display shows how an excellent varnish window display can be made.

This is the Paint

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

That Puts Profit in your Purse

100% PURE PAINT

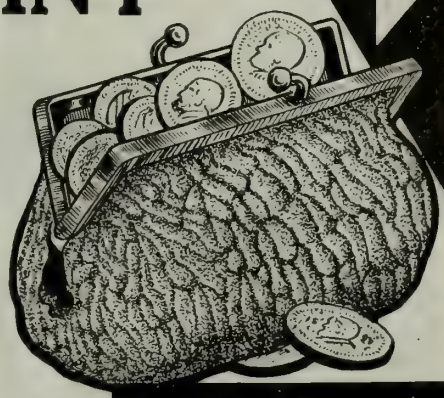


Makes your standard **PURITY.**

Purity means Service and Satisfaction.

Satisfaction means Increased Buiness.

Increased Business means More **PROFIT.**



The **MARTIN SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

B B



Guarantee Your Customers Satisfaction

Varnish users know that Berry Brothers' Varnishes represent the utmost in honest, lasting varnish value.

Berry Brothers' Varnishes have been the varnish standard of first quality for over 56 years.

Experienced Berry Brothers chemists personally supervise every detail in the process of making every Berry Brothers product that it may not deviate in the slightest from the high standard of quality they have made famous the world over.

Guarantee perfect varnish satisfaction to your customers by selling varnishes that are pure and of the highest grade.

Berry Brothers' Trade-Mark Guarantees Purity and Quality

The Berry Brothers trade-mark on every container of Berry Brothers' products guarantees to you and your customers the purity and the quality of the contents.

It means that every container of Berry Brothers' Varnishes is inspected, tested, and O.K'd. by critical, experienced Berry Brothers inspectors.

It means that Berry Brothers' reputation of varnish satisfaction is behind every "Berry Brothers" sale you make.

Send for our co-operative dealer proposition to-day. Be the Quality dealer—the "Berry" dealer in your city from now on.

Established 1858

Branches in Principal Cities of the world

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONT.



B B

Weekly Paint Markets

MONTREAL.

MONTREAL, Aug. 27.—Although the market continues to feel the influence of the war and conditions are very much unsettled, while no booking orders are being taken and it is difficult to base prices for some commodities—particularly dry colors—and while there has been a big advance in glass and turpentine has declined, there is a steadier feeling than a week ago. The trade is meeting the conditions as they are and making adjustments accordingly. Business is fair considering all the conditions, but it is not pessimism to foresee that the curtailment of building programs is likely to have an effect on the demand although country trade should be good.

Most of the staple lines are firm on the advances which have been made, but on some of the imported paint stuffs the changes are so drastic and rapid that manufacturers state that they can hardly keep their travellers posted as to the market, let alone the trade.

Linseed Oil.

The oil market continues to fluctuate. One of the oldest paint men of the city states that in all his experience he never saw the condition so changeable; the market is up one day and down the next. For this reason there are different quotations from different houses as there have been for several weeks. For instance, while in one quarter the price to-day is put at 68c and 71c for raw and boiled respectively, from other sources the basis is given as 64c and 71c.

Lead and Zinc.

The lead market is very firm on the increase of a week ago and nothing but short orders are being taken. Basis with tons lots at $8.45. Red lead is one of the commodities that has advanced very rapidly, and is now quoted at from $7.75 to $8.25. Dry lead is particularly scarce and other dry colors are in about the same position, although it is impossible to give prices. Zinc is very strong on the increase of last week.

Turpentine is Easier.

Quotations are down for turpentine and the oil companies now put the basis at 62c for five barrels and 65c for single barrels. This is probably lower than the quotations offered to the trade in some instances owing to unsettled conditions. Gasoline and benzine continue on the same basis as at the 1st of the month with a fair volume passing.

Glass and Putty.

The advance which has been made in prices for glass amounts to about 10 per cent. The new schedule is given below, and in addition the country discount on plate glass has been reduced to 35 and 5, and on city business to 45 and 5. Putty is firm on the higher prices, and whiting is quoted from 70c to $1, according to quality.

TORONTO.

TORONTO, Aug. 27.—Conditions in the paint trade have not changed much since last week. The oil market is still unsettled, while turpentine is showing weakness. Lead is firm. Some firms have advanced their prices on paint brushes.

Linseed Oil.

The oil market is unsettled, and the demand is very light. The following prices are still in effect:—

	Raw.	Boiled.
Single bbls.	70	73
3 to 5 bbls.	69	72
6 to 9 bbls.	68	71

Turpentine.

The exchange at Savannah is still closed, and the market is stagnant. Pure turpentine is now selling at 67c gal. in two to four bbl. lots, and 68c for single barrels, with little demand at that. Not only has shipment been partially stopped in the South, but a large part of the European demand has disappeared, owing to the war, so that this staple is weak and stocks in hand in the primary markets are heavy.

White Lead.

White lead is still firm. No change has taken place since the advance two weeks ago. No accurate forecast can be made at present as to future prices.

Glass and Putty.

Some local dealers have advanced their quotations on glass. The advance amounts to 10 per cent. on sheet glass and 5 per cent. on plate. Business in glass is very quiet, and stocks on hand are said to be heavy. The demand for putty is not heavy at present.

WESTERN OBSERVATIONS.

(Continued from page 38.)

can ranges seem to predominate there, which can hardly be said of any other district in Canada. This is an immense rich new country, and is growing fast. Western American manufacturers are getting a hold there which will be important some day.

K. M. Carmichael, of Weyburn, won five dollars easily the other day. Joe Cassidy, the Miller-Morse traveler happened into the store, and Carmichael started to tell him that Charlie Johnstone was going to be married. Cassidy interrupted, telling him to "cut that stuff." Carmichael insisted that the information was correct, whereupon Joe bet him five bones that Charlie Johnstone would never marry. Carmichael took him up at once. Charlie returned from his honeymoon two weeks ago.

Erie Specialty Co

The Erie Specialty Co., Erie, Pa., has issued a 48-page 1914 catalogue featuring an extensive line of ice cream dishes, ladles, glass holders, milk and lemonade shakers, lemon and lime squeezers, strainers, corkscrews, hotel potato mashers, champagne taps, ice scoops, also a large line of useful advertising novelties. The Erie Specialty Co. manufacture a large line of fine hardware, kitchen, bar and soda fountain specialties, etc. The catalogue is exceptionally well illustrated. Descriptions and prices of all lines are also given. Copies of the catalogue will be mailed to the trade on request.

CURRENT QUOTATIONS.

Owing to the fact that a number of price changes took place just before going to press, readers will find that some of the changes have not been made in current quotations. The changes, however, are all embodied in our weekly reports.

Something You Get For Nothing

Do you realize that every dealer who sells

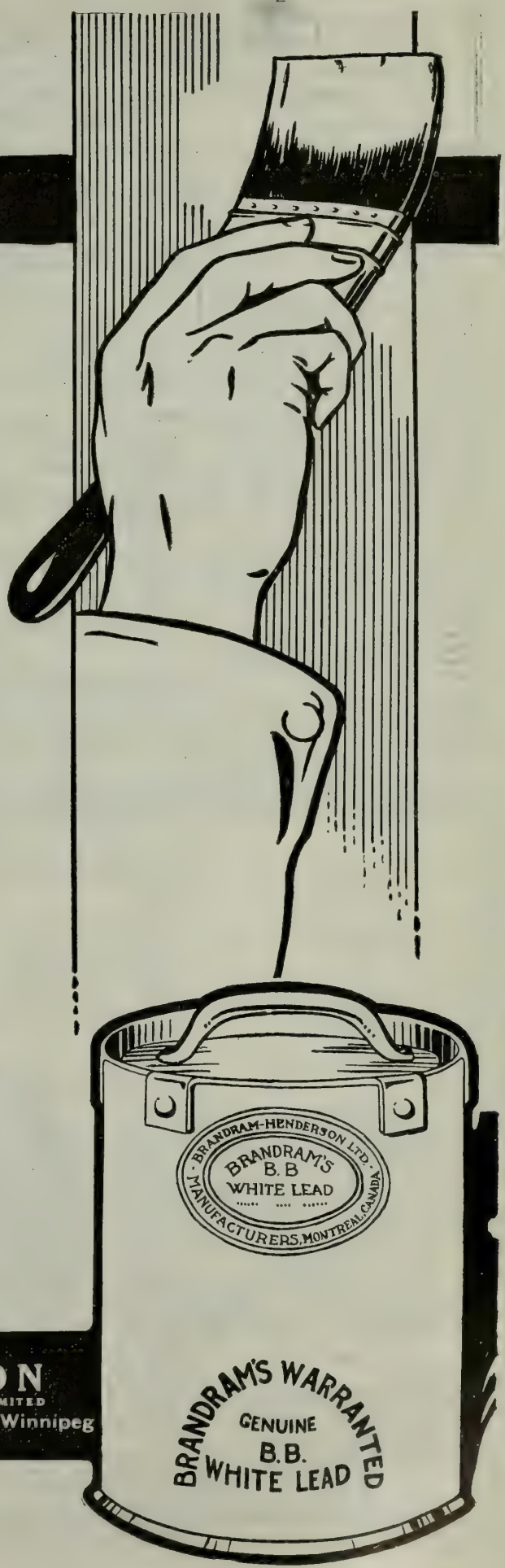
BRANDRAM'S B. B. GENUINE WHITE LEAD

gets for nothing all the benefit of a reputation gained in over 150 years' successful use by painters everywhere?

This is not a small item. The reputation of Brandram's B. B. Genuine has been built up by generations of honest, painstaking work. It is known all over the world as a White Lead of sterling merit, and a reputation such as this is a selling force of tremendous value; it creates a steady demand that brings in orders regardless of any effort on the part of the dealer.

Consult your own knowledge of the business, and you will admit that all we say is so; then write us for details and get your share of the benefit of a reputation that has been growing over 150 years.

One thing you can be sure of: B. B. Genuine White Lead is a perfectly sound proposition; one you cannot go astray in tying fast to.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 21c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's 20 00 22 00

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz....	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections. 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	8 15
10 inches, 8 oz.	8 25
10 inches, 10 oz.	10 50

In 100-yard lots.

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15.
Milk can trimmings, 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.	
1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English..	17 00	21 00
Fire brick, Am., low..	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton	6 50	
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.50 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).	
Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner.	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case..	4 50
8 lb. size, 2 doz. in case....	7 20
17 lb. size, 1 doz. in case...	6 75

COPPER.	Montreal	Toronto
Casting ingot	$15 50	$14 15
Bars, ½ to 2 in.....	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4	24 00	29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets..	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40 ....
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 30
Baby Ben	2 00

CROWBARS, 4½c per lb.

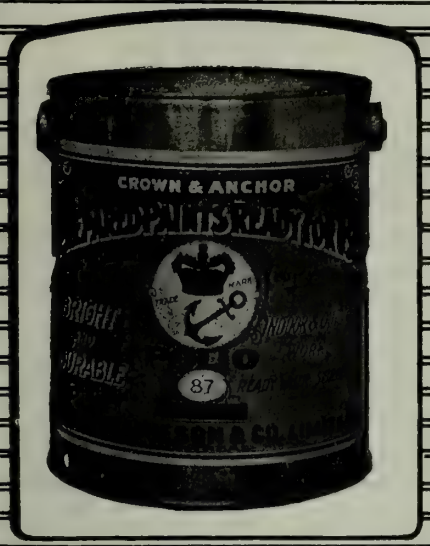
D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high-quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11

OUR GOODS HAVE QUALITY

Good goods cost more,
But, like the hornet,
They're all right in the end.

OUR BABBITT METALS GIVE SERVICE

We Manufacture

BABBITT METALS
SOLDER (Wire or Bar)
LEAD PIPE
BLOCK LEAD
BAR LEAD
TRAPS and BENDS
BRASS FERRULES
SOLDERING NIPPLES, ETC.



And Carry in Stock

ALL INGOT METALS
PLUMBERS' SUPPLIES
GALVANIZED AND BLACK IRON PIPE
ENAMELED BATHS, SINKS, BASINS, LAUNDRY TUBS, BATHROOM FITTINGS

WRITE FOR PRICES YOU WILL FIND THEM INTERESTING

THE CANADA METAL COMPANY, LIMITED

Head Office: TORONTO Branch: MONTREAL Factories: WINNIPEG

HARRIS HEAVY PRESSURE THE ONE BEST BABBITT METAL, GIVES BEST RESULTS TO THE HARDWAREMAN

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.	Standard Single.
7 oz. 0 17¾	6 oz. 0 12½
8 oz. 0 19½	7 oz. 0 14
10 oz. ...0 24½	8 oz. 0 15½
12 oz. ...0 29½	9 oz. 0 17½
	10 oz. ...0 19½
	12 oz. ...0 23¼
	15 oz. ...0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c. English pattern, 50 per cent. Galvanized washtubs, 50 p.c.

GASOLINE	Montreal	Toronto
Single bbls., per bbl.	18½	18½
Three bbls. and over	0	18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.	Samson Per doz.	Samson Shingle	Samson Claw
No. 1	13 13		15 10
No. 2	14 20		15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000). 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 90
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch.		0 05½
1 7-16 to 3 inch.		0 65

Montreal 40%. Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 00

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft.	each		$2 60
22	"		2 86
24	"		3 12
26	"		3 38
28	"		3 64
30	"		3 90
32	"		4 16
34	"		5 10
36	"		5 40
38	"		5 40
40	"		6 00
44	"		7 48

(Common Single.)

8 ft.,	each	$0 80
10 ft.,	each	1 00
12 ft.,	each	1 20
14 ft.,	each	1 54
16 ft.,	each	1 76
18 ft.,	each	1 96
20 ft.,	each	2 40
22 ft.,	each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	5 20
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb extra.

LEVELS.	Per doz.	Rabone's.
1369x12, Boxwood	4	90
1626x9, Walnut pointed	4	50
1628x12, Rosewood	7	50
104x24, Triple stock (net)	21	00
104x27, Triple stock (net)	22	00
104x30, Triple stock (net)	23	15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

Round, re-acting, per doz.	81 25
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75



Biggest Thing on Spring Calendar

—and the biggest profit-maker for the paint dealer. This is the complete line—the right finish for every purpose—and a strong guarantee for every can.

It is not our intention to disturb satisfactory relationships—but if you think paint *ought to make more money for you* than it does now, write us.

We believe we have the right answer.

A. Ramsay & Son Co. Montreal

ESTABLISHED 1842

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

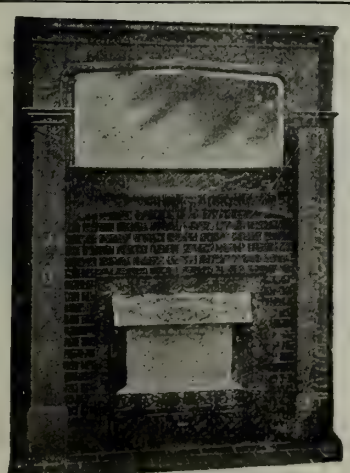


INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

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G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS. WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

MOPS.
Mops, O-Cedar, doz $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00
Mop sticks, doz. 1 10
Cast head mops, doz. 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz.. 3 15
Crank wringing, doz. 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).
Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea.. $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea.. $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in.. ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea.. $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea.. $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.
Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box.
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box.
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.
NET PRICES ON SMALL SIZES POULTRY NETTING.
½-in. x 22 ga. x 12-in., roll.$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll.. 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 60%.

OAKUM. Per 100 lbs.
Best (American) 9 00
U.S. Navy (American)... 8 50
Plumbers (spun) .. 3 50 3 65

OIL.

Can. prime white petrol	0	14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green ...	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 2½ to 3¼c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 08¾
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing..... 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl ... 4 50
Refined coal tar, per bbl 5 00
Shingle Varnish, per bbl. 5 00
Cans, per lb. 0 05
Rails, per lb. 0 05
Map Cotton, per lb 0 17
Tarred felt, Dominion, 7 oz.$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾
250-lb. casks	0 16¼	0 18
100-lb. drums	0 11¼	0 17¼ 0 19
50-lb. drums.	0 11¼	0 17¼ 0 19
25-lb. drums.	0 11¼	0 17¾ 0 19¼
1-lb. pack ..	0 13¼	0 19¾ 0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins ...	0 14¼	0 20¾ 0 22¼
½-lb. tins	....	0 24¼
Arsenic, kegs	0 10¼	....
Petroleum, bbls.	0 10	....

PICKS (CLAY).
5 to 6 lbs., doz..... 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz..... 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90% discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose)..... $0 80
5 gross, 4½-in. (loose)..... 0 90
5 gross, 5-in. (loose)..... 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of ea 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, p. box. 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.

Size.	Black.	Galvanized
¼ and ⅜ inch..	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
Lapweld.		
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches 115	60	153 50
10"x32 lbs. " .107	20	142 40
10"x40 lbs. " .138	00	183 30
12 inches 174	90	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).
Lead pipe, 7½c; 2½% off.
Lead waste pipe, 9c; 2½% off. cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 4 50

PLANES.
Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 50

PLUGS (METAL).
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4-oz. bottles..... $2 00
O-Cedar, 12-oz. bottles.... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ¼-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkge. 6 50

R

RAZORS. Per doz
Baker's ..... 7 50 to 11 00
Baker's King Cutter 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 16 00
Ever-Ready, doz 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

REFRIGERATORS.
Sanderson-Harold, 40%.
Harold hrdlu mfw m mmmm
Galvanized, 40%.

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75%.
Iron burrs, 75 per cent.
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
Per roll.
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson 2-ply, roll 1 90
Samson 3-ply, roll 2 30
Amatite roofing, per sq.... 2 70
Ready 2-ply, Shield, per roll 0 75
Ready, 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt,
Tarred roofing felt, cwt.... 2 10

ROPE.
Pure Manila base $0 16
Best Manila base 0 16
British Manila base 0 13
African hemp base 0 13
Sisal base 0 10½
Double lath yarn 0 10¼
Single lath yarn 0 09¾
Russian hemp 0 16
Russia deep sea line.... 0 20
Russia tarred bolt rope.. 0 18½
Russia tarred ratline ... 0 17½
Jute rope 0 12
Cotton, 3-16 in. and over. 0 24
Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	....(51)..	1 80
No. 1101—2 ft.	....(52)..	3 00
No. 1167—2 ft.	.....(7)..	3 60
No. 1106—2 ft.	..(53½)..	4 10
No. 1375—3 ft.	..(66½)..	2 50
No. 1112—3 ft.,	bf. bound	6 00
No. 1190—With level	....	8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.
Atkins Hand and Crescent, 25 p.c
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.: Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.: Champion E. B. Scales, 35%.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks. 8 00

SCREWS (MACHINE).
Flat head, iron and brass 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H. bright, 80, 10, 7½ 10, 5 per cent.

?

Are you selling "one-time" paint and colors? Did the folks who bought of you last Spring give you this year's order? Do you sell "satisfaction" with every can or package?

Ever stop to realize that steady customers are secured because they depend upon your goods?

If you want to lay the foundation of a permanent business friendship sell dependable paint and colors now. The quality of these goods in their applied form is a constant reminder of the "satisfaction" you sell. But, Don't forget! To give this satisfaction you must sell reliable, worthy goods. We offer you a most dependable line of paints and colors, including MURESCO, the perfect wall finish. They are superior—they are pure—they are "satisfaction." Our line is complete. It's easy to sell, and once sold sells other goods for you.

Benjamin Moore & Co., Limited, 4 Lloyd St. West, Toronto, Can.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE
LINSEED
OILS

THE CANADA LINSEED OIL MILLS LIMITED. MONTREAL & TORONTO. WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

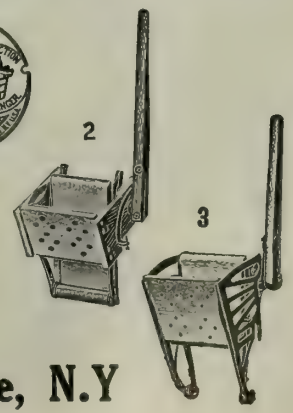
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.

WHITE PERFECTION MOP WRINGER PATENT IS THE STANDARD





Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y

O.H. bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 65	3 75	3 95
22-24 ..	3 85	3 95	4 15
26 ..	4 10	4 20	4 40
28 ..	4 35	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar		0 39
Wire solder, lb...	0 35	0 36
Bar half-and-half, guaranteed	0 34	0 41
Half-and-half, not guaranteed	0 32	0 21½

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING	
Acme	0 28
Commercial	0 25
Easy	0 26
Star Extra	0 30
Strictly standard wiping	31

SPELTER.
Foreign, per 100 lbs. 6 00 5 65

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.	Montreal, Toronto.
Tin, per lb.....	60-70 53

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in. ...	....	10 25
100 ft. 2½ in. ...	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work, 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden steel wheel, doz... 32 40
Light garden, per doz..... 22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side ... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins..... 1 00
Tubular steel, 36 ins..... 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c: in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra: No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks. 50c: in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10.....	2 36
O. & A., No. 11.....	2 42
O. & A., No. 12.....	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in.. doz.	45 25
Eze, 11 in., per doz.....	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100	00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

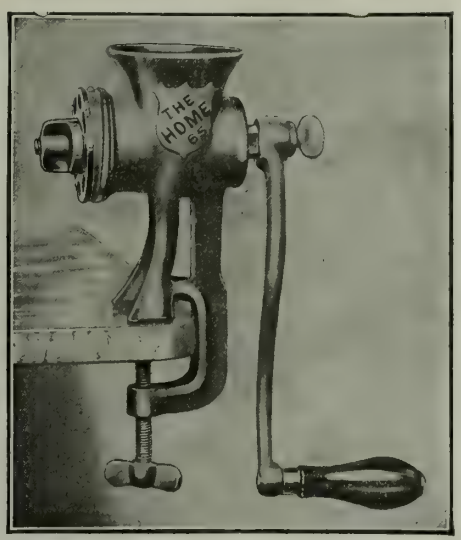
White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25

You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

Maxwells Ltd., St. Marys, Ont.

BROOMS
OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont



Red Devil Tools
Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK
Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....	0 14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue. ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Country.	Star. City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..$	9 15	$ 8 65
"Anchor," pure	8 65	8 55
Brandram's B.B. Genuine	9 65	9 55
C.P. Co. decorat's. pu.	8 65	8 55
Crown and Anchor, pure	8 65	8 55
Essex, Gen. (Windsor)	8 15	8 65
Island City Decorator's pure	8 65	8 65
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead		8 80
Painter's Perfect		8 10
Lowe Bros'. White, H.S.		8 80
Monarch (Windsor)		8 90
Purity C.O. Co.'s. Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Sterling Pure		8 70
Tiger Pure	8 65	8 35
"James Genuine"		8 90
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine. 560-pound casks, per cwt. ...	6 15	6 38
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$	17 50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per -00 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 60
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 67	0 60
3 to 5 bbls.	0 66	0 68
6 to 9 bbls.....	0 65	0 67

LINSEED, BOILED.

Single bbls.	0 70	0 72
3 to 5 bbls.....	0 69	0 71
6 to 9 bbls.....	0 68	0 70

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin - Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 75
Pure, single bbls..	0 67	0 68
2 to 4 bbls.	0 60	0 67

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing.....		3 00
Finest elastic gearing.....		3 60
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel ..		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish ...		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb....	0 38

WHITING.

Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

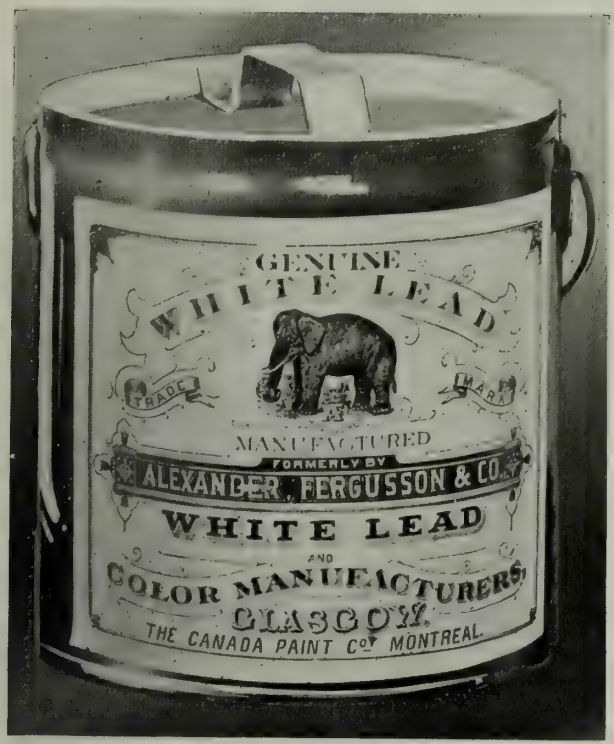
ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

One of the best known brands of White Lead on the Canadian Market



is made by

The

Canada Paint Co.,

Limited

Everyone connected with the Painter's trade is familiar with the high quality and uniformity of Elephant White Lead. The facilities of The Canada Paint Co. give them absolute control over the production of Elephant White Lead from start to finish.

Quality in White Lead is not an Accident

Experience, and a desire to produce the best, are necessary before unexcelled quality is achieved and maintained.

The fact that Elephant White Lead has been on the market for so long a period (50 years), is proof that it gives unqualified satisfaction.

That The Canada Paint Co. manufactures a product so well known for its reliability, is a safe recommendation to you to handle this product and investigate the other paint and varnish products made by the Company.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, RCOW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal.,dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No 1, $8.25.

SOLDER.
Per pound, 45 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.40 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

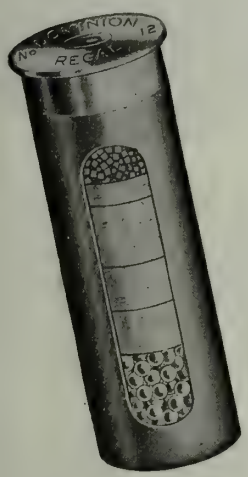
WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb

GUNS AND AMMUNITION

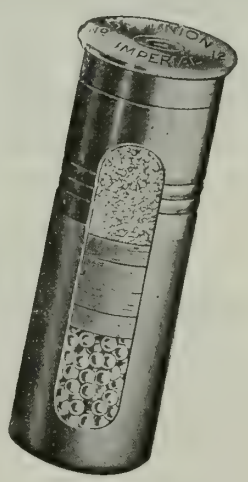


Winchester Repeating Shot Gun Model 1912

Have you bought your guns and ammunition for the fall shooting? All reports indicate that ducks and chickens are plentiful in the West. This means there will be a great demand for guns and ammunition, and the wide-awake dealer, who has a large assorted stock on hand, is going to reap the benefit.



Send for Our Fall and Winter Sporting Goods Catalogue No. A15—it shows the Complete Line.



Our stock, comprising the well-known Parker, L. C. Smith, Westley Richards, Lefever and Fox Guns, and Dominion, Eley, Winchester and Remington-U.M.C. shells, is complete.

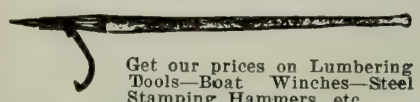
Buy your Sporting Goods from the house that carries the largest and best assorted stocks in Canada and avoid disappointment.

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

SPOONER'S No HOT BOXES
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS

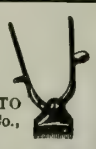


A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS





THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



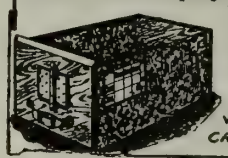
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO. Montreal
Canadian Agents

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL, Toronto

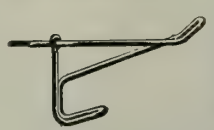
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100 Years of Peace

Between the United States and Canada, Walker's Cork Screws have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY,
Erie, Pa., U.S.A.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks. New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

A want ad. in this paper will bring replies from all parts of Canada.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

HERCULES
SASH CORD



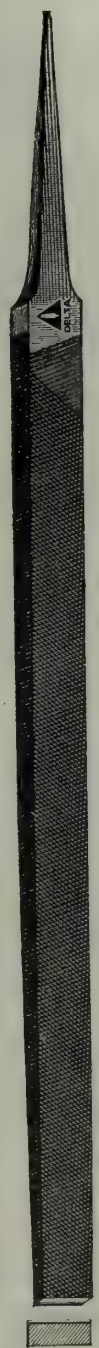
THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Blowing about a GOOD FILE





FILES OF QUALITY

We intend you to hear it—that's why we repeat it once more—

You'll get the Cream of the file trade if you sell Delta Files.

The reason for the Delta's superiority lies in the fact that it is the **only line of files from 3 to 24 inches that's made absolutely of crucible steel.** This material, being much more durable, the teeth maintain their keen cutting qualities after other makes are discarded as "worn out." **The Delta Quality will enable you to command the largest file trade in your vicinity.**

A trial is convincing.

Made in a shape and size to suit any demand.

There is a shape and size for every purpose.

Our Trade-mark is your guarantee.

Order from your jobber.

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

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LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

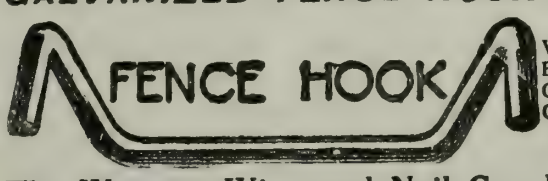
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE CLERK DESIRES POSITION in retail store. Seven years' experience. Can show good references. Box 127, Hardware and Metal. 36

FOR SALE

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (36)

FOR SALE—A LIMITED QUANTITY OF 7, 8 and 9 bar fence wire, all number 9 wire. Will prepay freight. For particulars apply Box 126, Hardware and Metal. 36

AGENCIES WANTED

AGENCIES WANTED—AN ESTABLISHED company in Montreal, with offices and first-class organization, want selling agencies on commission. A chance for any line of business to open agency, with no expense except commission on goods sold. Best of references. Write C. S. L., P. O. Box 1361, Montreal. (37)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave. Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

FOR SALE

A solvent Hardware Business in Ottawa doing about $18,000.00 turnover. Stock, Fixtures and Rolling-stock valued between $5,000 and $6,000. Address to

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Hardware and Metal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

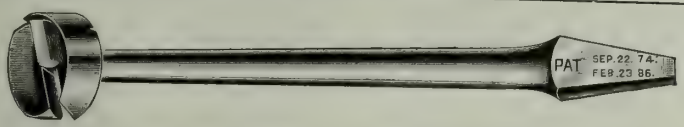
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ROOFING *of Quality*

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Metallic Nickel

SHOT,
BLOCKS, INGOTS

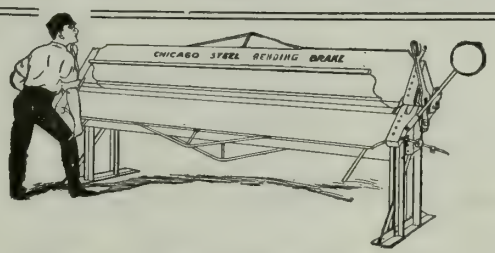
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ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK



CHICAGO STEEL BENDING BRAKES
(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.
Yours truly,
THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.



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The original and only Genuine Preparation for cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

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General Business Conditions, Real Estate, Bond and Stock Developments

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"The Canadian Newspaper for Investors"
TORONTO, CANADA

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Saskatchewan Glass & Supply Co., Moose Jaw.
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Scythes & Co., Toronto.

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McClary's, London, Ont.
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Howland, H. S., Sons & Co., Toronto.
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Lamplough, F. W., & Co., Montreal.
Thos. Mortimer, Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls.
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Miller, Morse Hdw. Co., Winnipeg.
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A. Williams & Son, Sheffield.

Dies.
Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
Montreal Hdw. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pails.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

Dry Batteries.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Dustless Dusters.
Channell Chemical Co., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Elbows.
O-Rib-O Mfg. Co., Winnipeg.
E. T. Wright Co., Hamilton.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
Ideal Electric Mfg. Co., Wallaceburg.

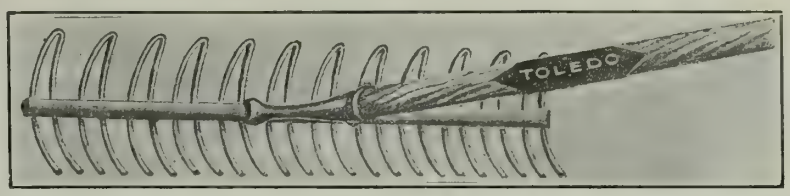
Emery or Corundum Wheels.
Can. Fairbanks-Morse Co., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew.
Ideal Electric Mfg. Co., Wallaceburg.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Toledo Lawn Rake

Made in Canada



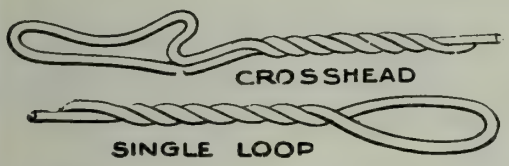
The best Steel and Wire Lawn Rake on the market, made of heavy gauge steel. Wires are made of No. 9 High-Carbon Spring Wire. Socket is made of 15 gauge sheet steel. After rake is assembled it is galvanized all over, making every part solid.

Catalogue upon Request.

MANUFACTURED BY

The Adamite Wheel & Mfg. Co., Hamilton, Ont.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

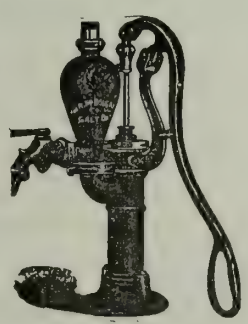
The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., Limited

GALT, CANADA

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

REGISTERED TRADE MARK

GRANTED 1682.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS

Electricians' Supplies.
Northern Electric Co., Montreal.
Northern Electric Co., Montreal.

Emery Cloth.
Can. Fairbanks-Morse Co., Montreal.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
Canada Paint Co., Montreal.
Glidden Varnish Co., Toronto.
Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Fasteners, Storm, Sash & Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Can. Fairbanks-Morse Co., Montreal.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Northern Electric Co., Montreal.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Fishing Tackle.
Abbey & Imbrie, New York.
Andrew B. Hendryx Co., New Haven.

Flags.
Scythes & Co., Toronto.

Flashlights, Electric.
Can. Fairbanks-Morse Co., Montreal.
Northern Electric Co., Montreal.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.
D. Maxwell & Sons, St. Mary's.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.

Fuel Chutes.
Galt Stove & Furnace Co., Galt.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
O-Rib-O Mfg. Co., Winnipeg.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Metal Shingle & Siding Co., Preston.

Galvanized Ware.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.
S. L. Allen Co., Philadelphia.

Garden Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engines.
Can. Fairbanks-Morse Co., Montreal.

Gas Engine Silencers.
Maxim Silencer Co., Hartford, Conn.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gauges.
Can. Fairbanks-Morse Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Generators.
Hendricks Novelty Co., Indianapolis, Ind.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Pilkington Bros., Thorold, Ont.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Can. Fairbanks-Morse Co., Montreal.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnston, Birmingham.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg. Co., Des Moines, Iowa.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co, Montreal.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket, Ont.
McClary's, London, Ont.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Can. Fairbanks-Morse Co., Montreal.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Can. Fairbanks-Morse Co., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Japans.
A. Ramsay & Son Co., Montreal.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lamps, Incandescent.
Northern Electric Co., Montreal.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Stratford Mfg. Co., Stratford.

Linseed Oils.
Prairie City Oil Co., Ltd., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.
Belleville Hdwe. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
Taylor Forbes Co., Guelph, Ont.

Lubricants, Oils and Greases.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Lumbering Tools.
Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Can. Fairbanks-Morse Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. & S. H. Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
McFarlane-Douglas Co., Ottawa.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
American Metal Polish Co., West Somerville, Mass.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Can. Fairbanks-Morse Co., Montreal.
Oakey, John, & Sons, London, Eng.

Mitre Boxes.
Smith & Hemenway Co., New York.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

Nails, Wire.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Ltd., Hamilton.

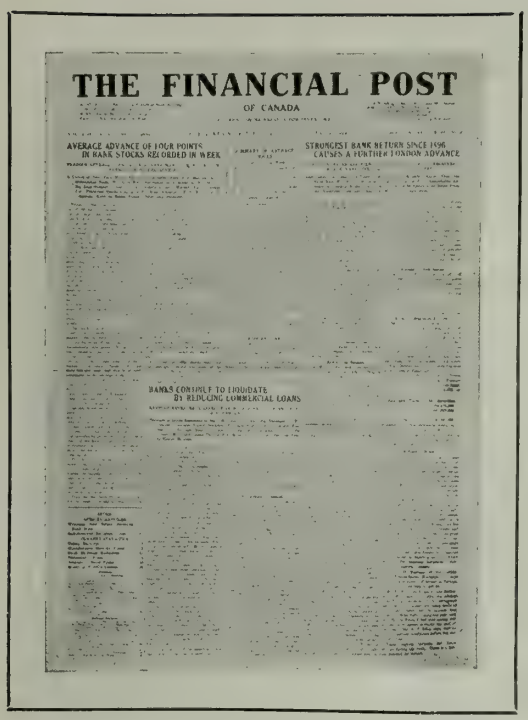
Oilers.
Can. Fairbanks-Morse Co., Montreal.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.

Oil Stones.
Can. Fairbanks-Morse Co., Montreal.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
The Huenfeld Co., Cincinnati, Ohio.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.


THE FINANCIAL POST
OF CANADA

AVERAGE ADVANCE OF FOUR POINTS IN BANK STOCKS RECORDED IN WEEK

STRONGEST BANK RETURN SINCE 1906 CAUSES A FURTHER 3 POINTS ADVANCE

BANKS COMPELLED TO LIQUIDATE BY REDUCING COMMERCIAL LOANS

The effect of the

Great Conflict

upon business and investment values has been far-reaching.

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

YOU MUST HAVE FACTS

The Canadian Business Man

has never been in greater need of accurate knowledge of actual conditions—and of the best possible business and financial counsel! The Financial Post through its unexcelled sources of information, and its exact analyses and forecasts, coupled with its by-mail Information Bureau which deals with financial or business problems, furnishes a service of unsurpassed value.

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The Financial Post

of Canada

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Sign the attached Coupon and return

to us with one dollar for four months, or if more convenient pay on receipt of bill.

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Please enter my/our subscription to The Financial Post at the rate of one dollar for four months.

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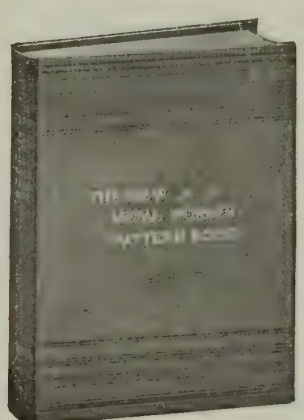
H.M. III

CLASSIFIED LISTS OF ADVERTISEMENTS

Pails.
Wm. Cane & Sons Co., Newmarket.
Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
Pipe Wrenches.
Can. Fairbanks-Morse Co., Montreal.
Trimont Mfg. Co., Roxbury, Mass.
Pipe, Wrought, Lead and Galvanized.
Can. Fairbanks-Morse Co., Montreal.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
E. T. Wright Co., Hamilton, Ont.
Pipe Cutters.
Can. Fairbanks-Morse Co., Montreal.
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons.
Buck Bros., Milbury, Mass.
Pliers.
Henderson & Richardson, Montreal.
Smith & Hemenway Co., New York.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Power Grinders.
The Adamite Wheel & Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.
Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.
Pumps.
Can. Fairbanks-Morse Co., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Ranges.
Kir-Ben, Ltd., Almonte.
McClary's, London.
Galt Stove & Furnace, Galt.
Gurney Foundry Co., Toronto.
Clare Bros., Preston.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
Jas. Stewart Mfg. Co., Woodstock.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Radiators.
Gurney Foundry Co., Toronto.
Ranges, Electric.
Northern Electric Co., Montreal.
Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.
Reamers.
Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y
Red Lead.
Brandram-Henderson Co., Montreal.
Reels, Fishing.
Abbey & Imbrie, New York.
Refrigerators.
McClary's, London.
Sanderson & Harold Co., Paris.
Register, Cash, Credit.
Barr Registers, Ltd., Trenton.
Dominion Register Co., Toronto.
Registers.
Kir-Ben, Ltd., Almonte.
Jas. Stewart Mfg. Co., Woodstock.
Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney.
Rifles.
Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.
Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Roofing.
Canadian Supply & Con. Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
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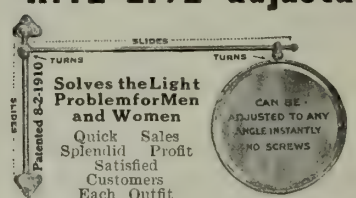


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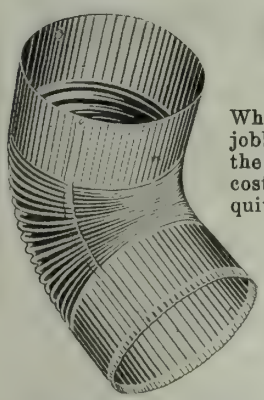
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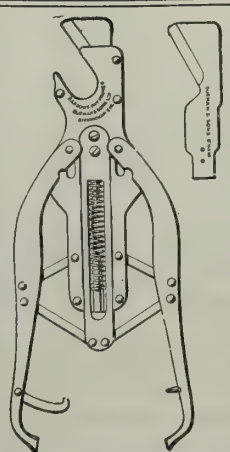


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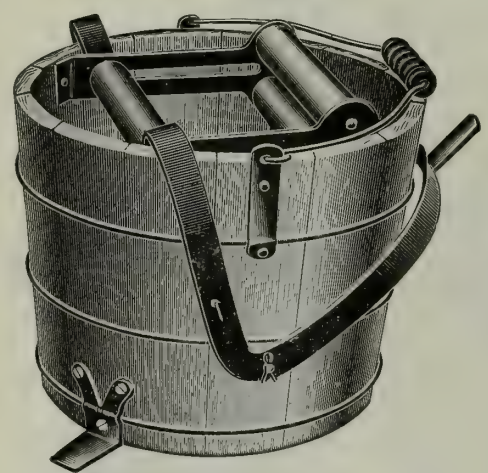
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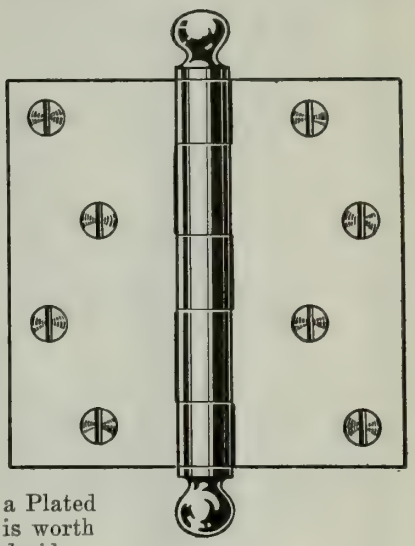
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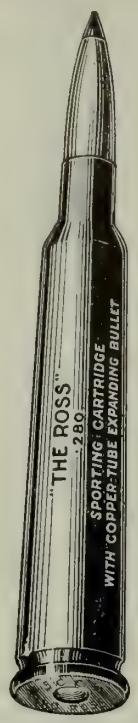
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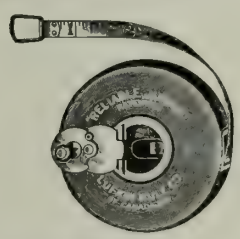
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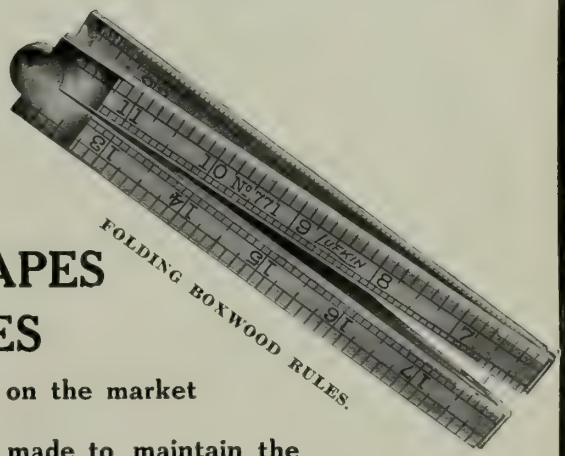
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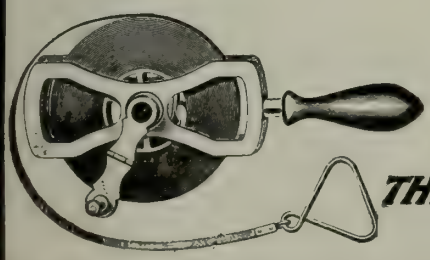


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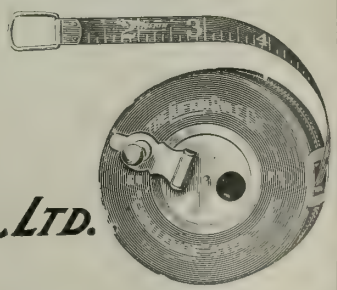
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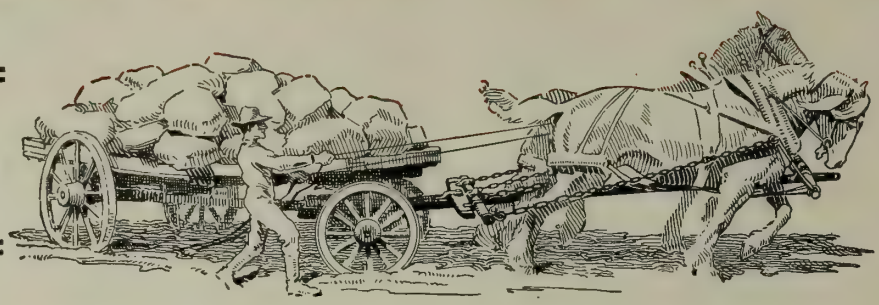
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After Welding

Electric-Welded Trace Chains

The double thickness of stock is welded, then finished to leave a tapering swell of 25 per cent. at the weld, the point of most wear and possible weakness. Every chain is tested and put up in rustproof bags, assuring perfect welds and freedom from rust; 25 per cent. more weld means 25 per cent. more strength and 25 per cent. longer wear.

Made at
St. Catharines, Ont.

Sold by
McKinnon Chain Company

Handled by
Jobbers

McKINNON'S
MALLEABLE IRON CASTINGS
SATISFY

They are made from high-grade iron, carefully moulded and annealed by skilled workmen under expert supervision. They are rigidly inspected before shipment.

Our specialty is to furnish them

Japanned or Tinned

Write us for prices on stock patterns of

Milk Can Handles — **Hammock Hooks**

Kettle Ears — **Boat Trimmings**

McKINNON DASH COMPANY

St. Catharines, Ontario

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 36

September 5, 1914

Why YOU Should Handle GLIDDEN "Green Label" VARNISHES

STOP a moment and THINK what it means to handle goods which need no expert salesmanship to keep moving.

Think of Household Varnish! What is the first thing that comes to your mind? Ten to one it is "JAP-A-LAC"! Why? Simply because the name "JAP-A-LAC" has come to be a household word everywhere.

Think of Piano Varnish! Perhaps you don't know, but it's a fact that more than 50% of the Piano Output of America is finished with varnish made by GLIDDEN.

Glidden products sell themselves. When a woman wants varnish she asks for "JAP-A-LAC"—when a painter and decorator wants varnish he asks for "GLIDDEN'S," and that means Glidden's "GREEN LABEL."



Every Sale of "Green Label" nets you a substantial profit, because it invariably means a quantity order. Get that!

Glidden's "GREEN LABEL" Varnishes are standard, uniform, dependable—always.

We have a mighty interesting money-making proposition to offer you in connection with Glidden's GREEN LABEL Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes, Cement Coatings and the world-famous JAP-A-LAC.

WRITE TO-DAY FOR FULL PARTICULARS.

THE

GLIDDEN VARNISH COMPANY, LIMITED

TORONTO, CANADA

Factories:—Toronto, Canada; Cleveland, Ohio
Branches:—London, New York and Chicago

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



We Help You Sell the Goods We Sell You

Carborundum co-operation means all that the term implies. It means that when a dealer puts in a stock of

Carborundum Sharpening Stones

we help him keep them moving. We back him up with Carborundum advertising—window material, display cases, and the influence of our membership in the Rice Leaders of the World Association.

A Carborundum stock is the stock that moves, and there is a Carborundum stone for every sharpening purpose.

Send for catalog, discounts, etc.

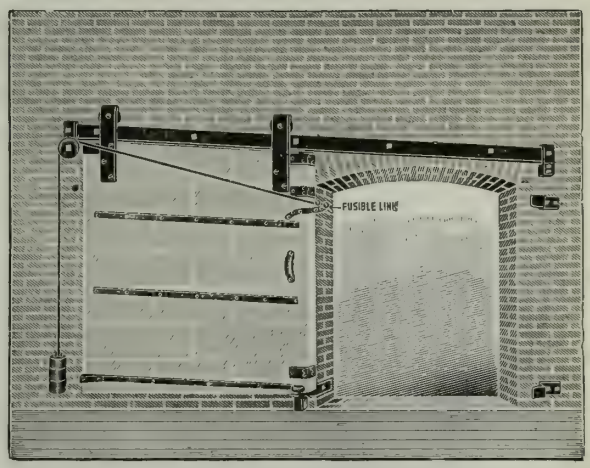
BY INVITATION MEMBER OF

RICE LEADERS OF THE WORLD ASSOCIATION

NEW YORK U.S.A.

The Carborundum Company
Niagara Falls, N. Y.

HOW ABOUT THE HARDWARE FOR THAT NEW FACTORY IN YOUR TOWN?

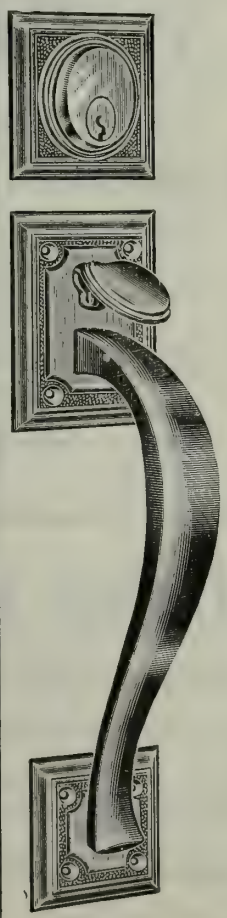


FIRE-DOOR HARDWARE
All Styles—Sliding—Swing—Vertical

Tested and Approved by the Underwriters' Laboratories (Inc.) Under Direction of the National Board of Fire Underwriters and Canadian Fire Underwriters' Association.

Have you our special Fire-Door Hardware Catalogue?

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

DAVIDSON'S "STERLING" SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

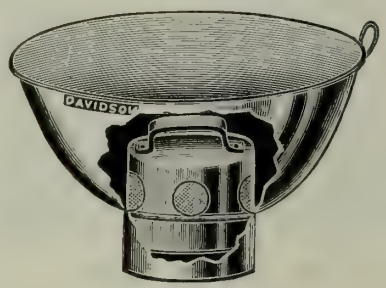


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Toronto** **Winnipeg**



The "APOLLO" Watch

Is the best and cheapest 30-hour **METAL LEVER WATCH** on the market. It is unequalled for value.

Appearance, quality and price will be a revelation to you.

ASK YOUR JOBBER FOR A SAMPLE.

Manufactured by

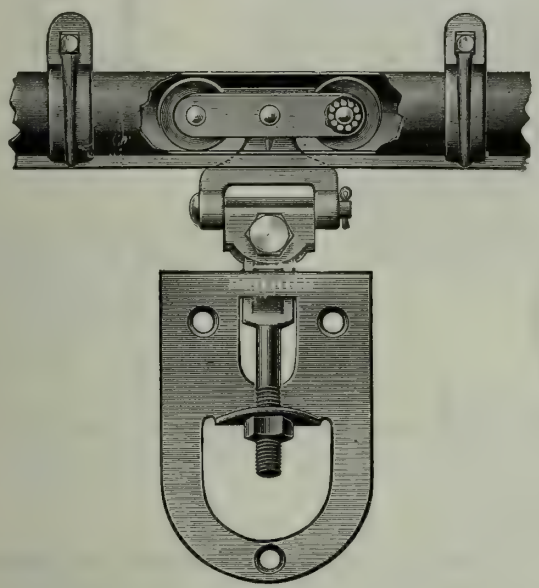
JUNGHANS BROS., Limited

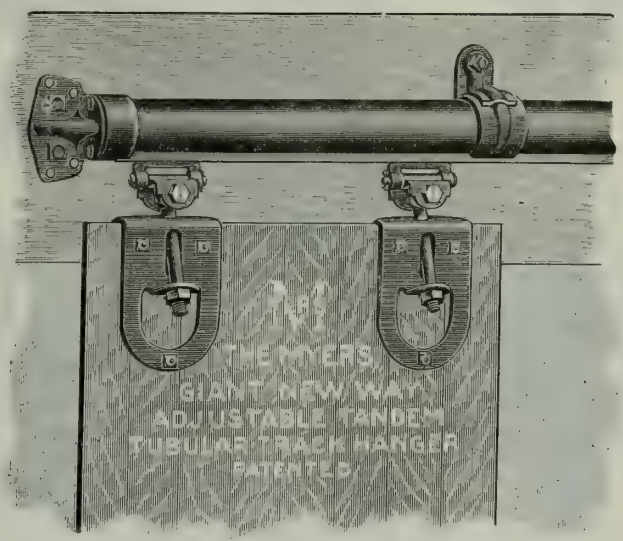
The largest watch and clock factory in the world.

Daily Output: 15,000 Clocks and Watches.

Canadian Branch:
517-525 St. Paul Street, Montreal

MYERS
GIANT BARN DOOR HANGERS
ADJUSTABLE TANDEM
With Perpendicular and Lateral Adjustments





Adjustable to and from the Building and to Raise and Lower the Doors. Features found only on this Hanger.

Aluminum Bronze Finish.

Machine Turned Solid Cast Steel Wheels; Hardened Steel, Machined Turned Rollers and Bearings; Wrought Steel Truck Bar, Door Strap and Hinge Connection; Malleable Iron Clevis and Elevating Bolt.

Can be used on Doors from 1½ to 3 inches thick. It is not only Adjustable to every required condition, but is Flexible as well, permitting the door to pass over uneven surfaces on buildings.

Used with Myers Giant Tubular Track

The form of the Track protects against snow, ice, and rain, and prevents Hanger jumping the Track.

Per Dozen Pairs Without Track.

No. 15—For Doors 1½ to 3 inches Thick; 6 x 4 inch Door Strap; 1¾ inch Wheels; 4 inch Tread; With Bolts; Weight per Dozen Pairs, 100 lbs. (Track Sold Separate from Hangers) **$31.50**

Each Pair in a Carton; Half Dozen Pairs in a Wood Case.

TRACK

Japanned Tubular High Carbon Steel with Two Flanges turning downward at the Lower Edge, forming Trusses or Girders which Stiffen the Track and add much to its strength.

Per 100 Feet

No. MG—Without Brackets; 4 and 8 foot Lengths; Weight per Foot, 1⅝ lb. **$26.00**

80 ft. in a Crate (seven 8 ft. and six 4 ft. lengths), weight 165 lbs.

BRACKETS

Japanned Heavy Pressed Steel with Heavy Reinforcing Rib. Takes ⅜ inch Lag Screws or Bolts; Bolts not furnished.

Per Dozen

No. 1425—Intermediate; Three required to Each Pair of Hangers; Weight Per Dozen 10 lbs....**$2.10**

No. 1426—End; Interchangeable and Closed; Two required to Each Pair of Hangers; Weight Per Dozen 9 lbs. 2.10

Loose.

WE ALSO CARRY THE FOLLOWING HANGERS:

MYERS' O.K. STAYON FLEXIBLE, MYERS' SURE GRIP TANDEM FLEXIBLE, STORM KING SWING-OUT, NEW MILO SWING-OUT, CROWN TUBULAR TRACK HATCH TROLLEY. STEARNS' PATTERN. NONE BETTER. ROLLER BEARING.

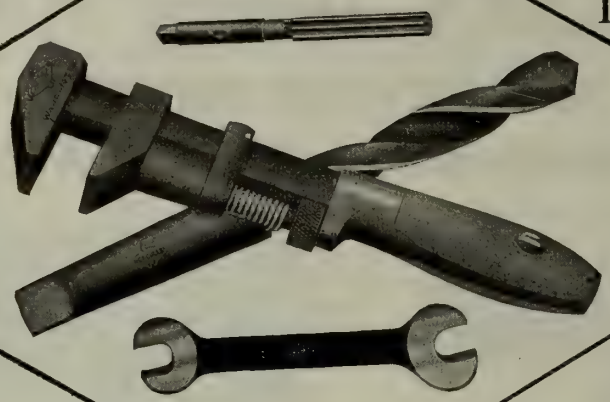
ALL KINDS OF BARN DOOR RAIL.

LEWIS BROS., LIMITED, MONTREAL

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

Mr. Hardware Man

We want you to pay us a visit when at the Toronto Fair (Mfrs. Annex.)

It's Dollars Put Right in Your Hand

if you sell

The Burrowes Patent Dustless Ash Sifter

Satisfied customers and dollars in their pockets.

The **Burrowes** is the only sifter with **Closed Scuttle, Double Rims,** and that works on angle-iron rockers.

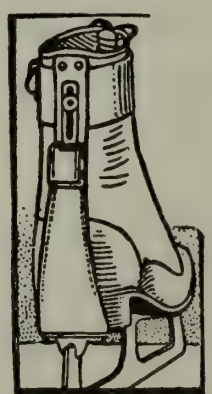
We know it is by far the most satisfactory to use in the house. **Eliminates Dust, Work and Worry.**

Order from your wholesaler. Should he not stock the Burrowes Sifter, we will supply you.

Order now, the demand is great. Packed in corrugated boxes (light freight.)

The Burrowes Mfg. Co.
TORONTO, ONT.

WHEN YOU SKATE



Patent in Can. and U.S.

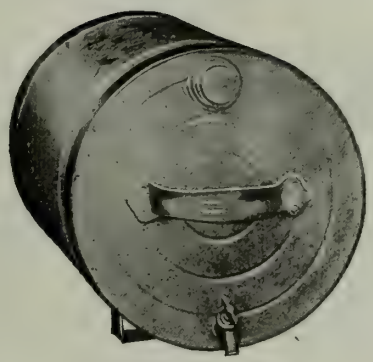
you will experience a comfort and sense of security unknown before, if you are wearing the

Perfection Steel Ankle Support

Whether you are a beginner or an expert skater, you need the "Perfection" Support—it is the only really efficient stay for the ankles.

Owen Sound Steel Press Works

TIME SAVERS



In position to be emptied



Upright to be filled

For You

By your customers using **Daisy Oil Cans** holding 5 Imperial gallons, you cut down the number of delivery trips.

For Your Customers

The oil is always on tap, no funnel required to fill lamps.

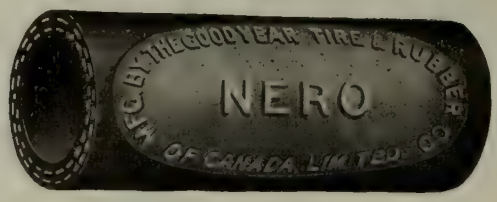
An SMP Article.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG





Lawn Hose that Stays Sold

Make your next lawn-hose season a big success by selling Goodyear Lawn Hose. This is the kind that stays sold! It is **more** than hose; it is **service.** Hose that comes back, even if you replace it, is an unsatisfactory proposition for both you and the customer. The kind that **stays sold** is the kind that pays.

The name Goodyear on Lawn Hose is a mark of master-quality and super-service. More and more buyers are coming to Goodyear Hose. They know that the name is a guarantee of worth, just as it is on tires, belting, and other master products.

All materials used in every Goodyear product must pass rigid laboratory-inspections. Every Goodyear product must maintain the quality-standard that has won the leadership in tires, belting, etc. In this way the name "Goodyear" has become an assurance of value.

These are the two brands of lawn hose that will be leaders in 1915. Read of their advantages. These are the qualities that your customers seek.

"Nero"

This is a seamless hose—a strong, durable hose made for heavy pressures. It has two plies of specially braided fabric. Cannot kink or "snarl." The inner tube is of finest rubber. Cover, smooth or corrugated, as desired. And this hose comes in lengths up to 500 feet. No loss in cutting. No odd lengths left over at the season's end.

GOODYEAR
TORONTO
Lawn Hose

"Reliable"

The fabric used in this hose is cut on the bias, butt-ended, and cross-stitched. No cement whatever is used. This means that joints do not overlap and cause unevenness. Made in 4-ply in ½-inch; 5-ply in ¾-inch and 1 inch. High-grade materials and Goodyear construction throughout. This is a light, strong, and very durable hose.

DO THIS TO-DAY

Write for catalog, quotations, and interesting dealer-proposition. Get in line now for a big lawn hose business next season. Writing places you under no obligation. Selling Goodyear Hose means utmost service for your customers, and service is always good business.

THE GOODYEAR TIRE & RUBBER COMPANY OF CANADA, LIMITED

Head Office, TORONTO, ONT. **Factory, BOWMANVILLE, ONT.**

Branches at Victoria, Vancouver, Edmonton, Calgary, Regina, Winnipeg, Hamilton, Ottawa, Montreal, St. John, N. B.



"How to Keep Mail Orders at Home"

We have just printed a booklet which tells you how to put the "kibosh" on mail order sales in your community. It's the livest, most helpful piece of printed matter ever issued for dealers in farm implements. Ask us for a copy and we will rush one to you. We will also prove to you that the grindstones to keep mail orders at home are

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

The **only genuine** Berea grindstones. The standard. No soft spots or flint spots. Specially selected stones for farmers' use. Every one guaranteed to you and to your customer.

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO

HOWLAND'S

SAMSON

(TRADE MARK REGISTERED)

QUALITY

H.S.HOWLAND SONS & CO. LIMITED

TORONTO

ROOFING
FARM TOOLS
HATCHETS
HAND AXES
CHISELS
POCKET KNIVES
GARBAGE CANS
BUCK SAWS

METAL-WARE
HAMMERS
AXES, SAWS
SPORTING GOODS
HORSE BLANKETS
WRINGERS
HANDLES





The "Samson" Standard of Quality Applies to Every Line of this Brand

From the beginning, a high standard was set for "SAMSON" Brand Goods. That this standard has been maintained is evidenced by the large number of satisfied dealers who enthusiastically endorse the "SAMSON" line. We know from experience they are all that they are cracked up to be.

Highest Quality Permanently Maintained

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

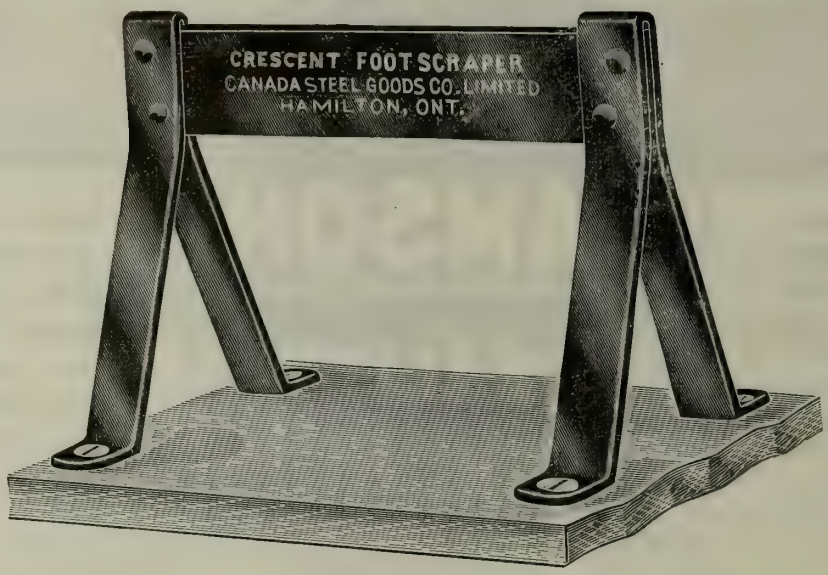
The Crescent Foot Scraper

Strength

Durability

Wearability

Salability



Heavily Japanned

Rust Proof

Looks well and is exceptionally well made.

The Crescent Foot Scraper scrapes off MUD as easily as SNOW. The scraper bar is wide and strongly supported. The legs are either screwed down or embedded in concrete.

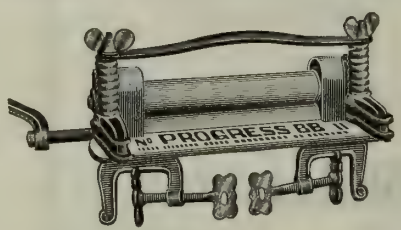
Canada Steel Goods Co., Ltd. Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

ALL METAL CLOTHES WRINGERS

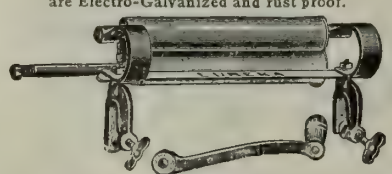
QUALITY

PRACTICALLY UNBREAKABLE **VERY SERVICEABLE** **LOW PRICED**



PROGRESS

ALL PARTS, even the threads on bolts and nuts, are Electro-Galvanized and rust proof.

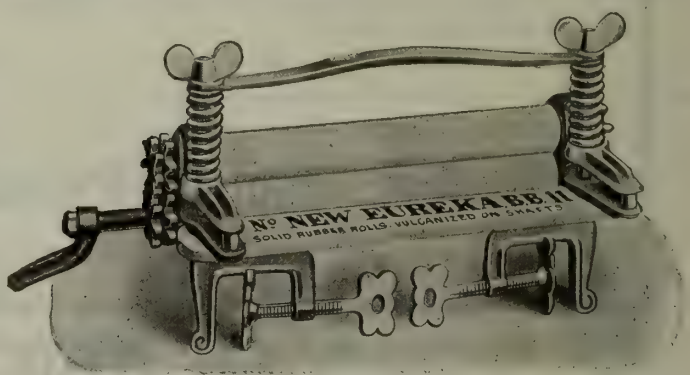


EUREKA

Rolls 11x1¾ in. or 12x1¾ in. guaranteed 1 year in family use).

FITTED WITH

Steel Ball or Friction Bearings. Oil-tempered Coil Steel Springs. 11 x 1 3-4 in. or 12 x 1 3-4 in. Rubber Rolls. Made in grades guaranteed for 5, 3 and 1 year in family use.



NEW EUREKA

A DEMONSTRATION MEANS A SALE

Made by Cummer-Dowswell, Limited, Hamilton, Can.

Agents { W. L. HALDIMAND & SON. Montreal
H. F. MOULDEN & SON. Winnipeg

THE

STEEL COMPANY OF CANADA

LIMITED

HAMILTON

Wood Screws,
Machine Screws,
Bright Wire Goods,
Pig Iron,
Cable,
Escutcheon Pins,
Wing Boot Calks,
Rivets and Burrs,
Spikes,
Wire Hoops,
"Invincible" Fencing.

PEACE REIGNS

With Dealers Handling Our Lines.

We can give you the Service and Satisfaction you require.

"TIGER BRAND" White Lead

Steel and Iron

Horse Shoes and Horse Shoe Nails

"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment

Pole Line Hardware

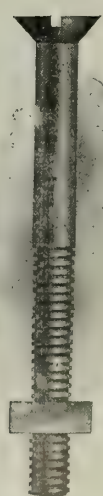
Write Us for Prices and Information.

Sales Offices:

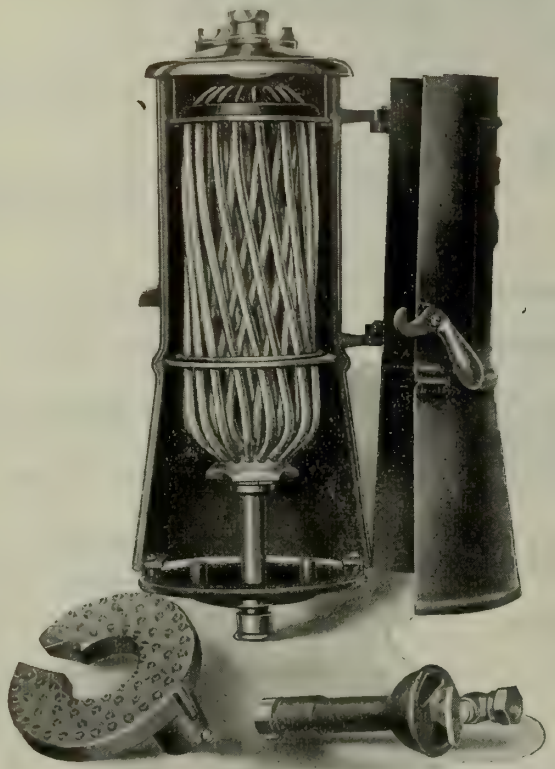
HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

Wrought Pipe,
Lead Pipe,
Bolts and Nuts,
Corrugated Fasteners,
Wire,
Wire Nails,
Tacks,
Staples,
Shot,
Putty,
Forgings,
Stove Scrapers.





Hot



Guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

A Great Seller
Stack Water Heaters

They sell themselves if you put the heater where Mr. Hot-and-grimy-customer can see it, and have the price where he can see that too.

Sooner or later the suggestion of that bath in water that is "just right" will loosen up the tightest wad—it's human nature, that's all. And one sale means more, for a good article. That is where our STACK GAS WATER HEATER comes in. It's a peach for the price. We'll send you a circular describing it.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. W., Toronto, Canada

LARGEST MANUFACTURERS OF ENGINEERS' AND PLUMBERS' BRASS GOODS IN CANADA.

Water

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Meda Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and light-houses.



Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.

LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

"Stratford" Lawn Swings

Made from selected, **well-seasoned hardware stock.** Seats and backs are adjustable, and the footboard can be placed between and level with the seats, thus forming a hammock or bed. Footboard can also be placed at a convenient position for children. Four passenger.

Being exceptionally well made, of very durable material, it assures prolonged good service and satisfaction.

Ready Sellers **Very Profitable**



The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

How to Win Battles

More Victories Are Won by Siege Tactics Than by Assaults

Apply this to business and see what it means: it means that continuous and steady advertising is more resultful than campaigns that come and go, come and go with long intervals in between.

For an advertiser with goods to sell to suspend his selling effort now is to make conditions worse for himself, and is no sign of that courage which is supposed to possess every Canadian heart in these war times.

WIN AND HOLD YOUR POSITION IN BUSINESS BY STEADFASTNESS IN ATTACK

50 YEARS IN THE BUSINESS

"CLEAN" PROFITS

Some of the cleanest net profits in the hardware business come through the sale of

NICHOLSON-MADE-FILES

BRANDS:

Kearney & Foot—Great Western—American—Arcade—Globe

Because we control every process in the manufacture of these famous files—
Because we put into each one the crystallized experience of a half-century devoted to this industry—
Because we submit every file to the most searching inspection after each important operation—
Because we put every file to practical test before it can leave the NICHOLSON factory—
Every NICHOLSON-MADE-FILE you sell is **certain** to prove absolutely **satisfactory** in service.

The only "come-back" to NICHOLSON BRANDS is when your customers come back for MORE.

IN YOUR JOBBER'S STOCK

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO

OVER 50,000,000 FILES A YEAR



IVER JOHNSON

For Fall Stock

Absolutely and automatically safe. Unbreakable coil springs throughout. Drop-forged barrel and small parts. Hard hitting, unerring and with maximum range.

Moderate price.

The line that gets results. Carried by all Canadian jobbers. Let us put you on our mailing list for the "Hammer," our bimonthly house organ. It will keep you informed of Iver Johnson activities. It will help you to a bigger and better Iver Johnson business.

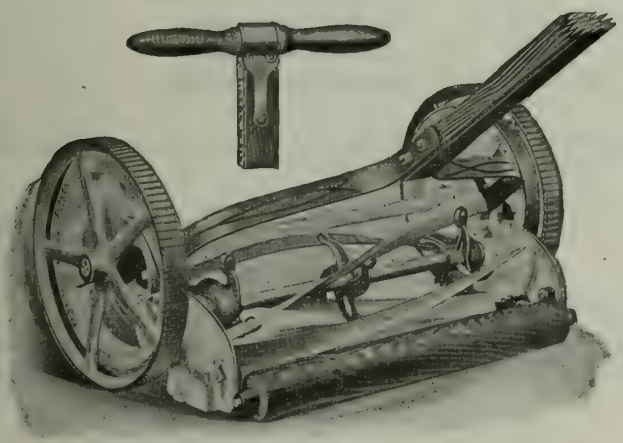
IVER JOHNSON'S ARMS & CYCLE WORKS

350 River St., Fitchburg, Massachusetts

Taylor-Forbes QUALITY

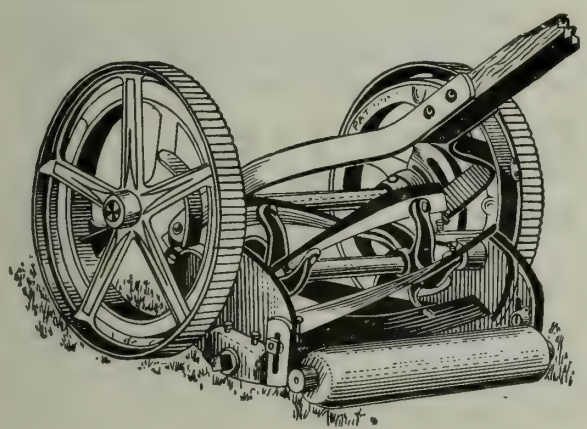
Taylor-Forbes PRICE

This combination will bring you very profitable business



"Empress" Lawn Mower

Open four-knife cylinder, 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass-box attachment.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil-tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.

Be sure to write your jobber for our NEW LAWN MOWER PRICES for 1915 before placing your order for next season's supply.

Why buy imported lawn mowers? Our prices are lower and our quality is undoubtedly better — and besides you keep the money in your own country and you give employment to Canadians.

Unconditional Guarantee.

If for any reason, at any time within one year from date of purchase, the Taylor-Forbes purchaser is not completely satisfied, we insist in giving him a new machine or refunding his money.

If your jobber does not handle Taylor-Forbes Mowers, write us direct for prices.

Taylor-Forbes Co. Limited

Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Apollo Keystone Copper-Bearing Galvanized Sheets

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVESTROUGH
CEILING	FLASHING	CULVERT PIPE
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Comparing Cost With Convenience



The Bissell Sweeper ranks high among the generally used household utilities. There is probably no other labor-saving article in the home that furnishes so much genuine comfort and convenience, even at several times the cost. No other utensil is so frequently needed by the housewife.

BISSELL'S

"CYCO" Ball Bearing Carpet Sweeper

is pre-eminent in its field of usefulness.

It is the handy, inexpensive cleaning device for every-day use.

Consistently advertised and sold under a sincerely conceived business policy which aims at a liberal co-operation with the dealer in the sale of our goods and which, through standard prices that are universally observed, insure him a reasonable profit, the Bissell sweeper has become a staple whose constant growing popularity is evidenced by the steady increase of our sales from the inception of our business to the present time.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

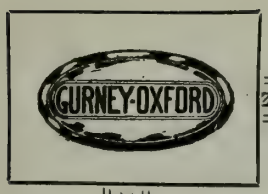
(Largest Exclusive Carpet Sweeper Manufacturers in the World)

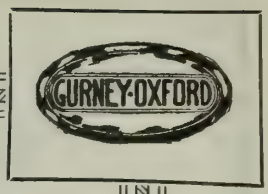
BRANCHES:

NEW YORK CITY
(Sales and Stock-rooms and Export Department)
25 Warren St.

NIAGARA FALLS, ONT.
(Factory)

PARIS, FRANCE; LONDON, ENGLAND—Agency.





All the Ontario Gurney-Oxford Salesmen will be "at home," 500 King St. West, while the fair is on.

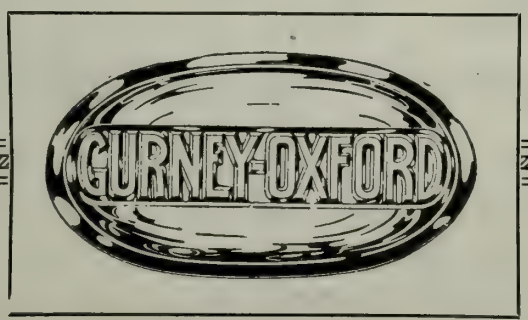
Come in, we know we'll be glad to see you and we hope you feel that way about it too.

We've got some new leaders for the Fall business---new lines that will make business "pick up" in any stove department, anywhere.

And, apart from business, you know---we'll be glad to shake hands again.

THE GURNEY FOUNDRY CO., Limited

TORONTO



ARE YOU GETTING all the "Yankee" Tool trade coming your way? Are you ready to hand out "Yankee" Tools when your customer is in the humor to buy? If not, you lose.



Plain Driver, No. 90.



Ratchet Driver, No. 15.



Spiral Ratchet, No. 130.



Push Drill, No. 44.



Push Brace, No. 75.



Plain Drill, No. 1430.



Breast Drill, No. 1555, with Double Ratchet.



Chain Drill.



Bench Drill.

There are now more than a hundred styles and sizes comprising the line. Most jobbers will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U.S.A.

A Novel Feature of the

MAXWELL
"Favorite" Churn



—and one which has made it popular wherever used — is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light, rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

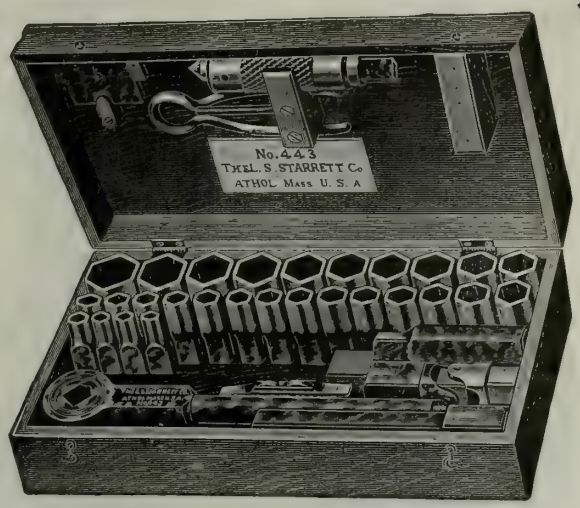
Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

MAXWELLS LIMITED, St. Marys, Ont.

Advertising

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service." — Elbert Hubbard.

This Ratchet Wrench when Properly Displayed Pulls Splendid Sales with the Motoring Public



It is the Starrett Ratchet Wrench

It can be used in all sorts of places where the ordinary wrench is useless. Cramped corners and distant parts are made accessible by the ratchet action or by an extension socket. Finished parts need not be marred by placing and replacing the wrench, for the socket stays on the nut or bolt-head until it is completely in place or removed.

The wrench is provided with sockets which take any standard nut or bolt, and in addition there are provided a spark plug socket, a drilling attachment taking drills from ⅛ to ½ inches in diameter, a screw driver, and an extension socket.
With this set of wrenches, drills, and screw drivers combined, many repairs may be made on the road by the driver himself which might otherwise send the car to the garage. Motorists appreciate this and buy readily.

BY INVITATION MEMBER OF

Put a set in your show window and talk it up to motorists. Catalog 20 M.A., which describes the full line of Starrett tools will be sent free on request.

The L. S. Starrett Company

ATHOL, MASS.

42-238

NEW YORK—150 Chambers Street **CHICAGO—17 No. Jefferson Street**

LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators.

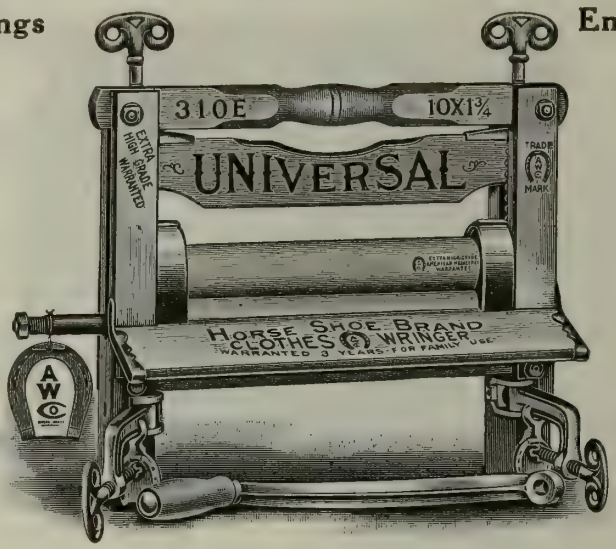
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

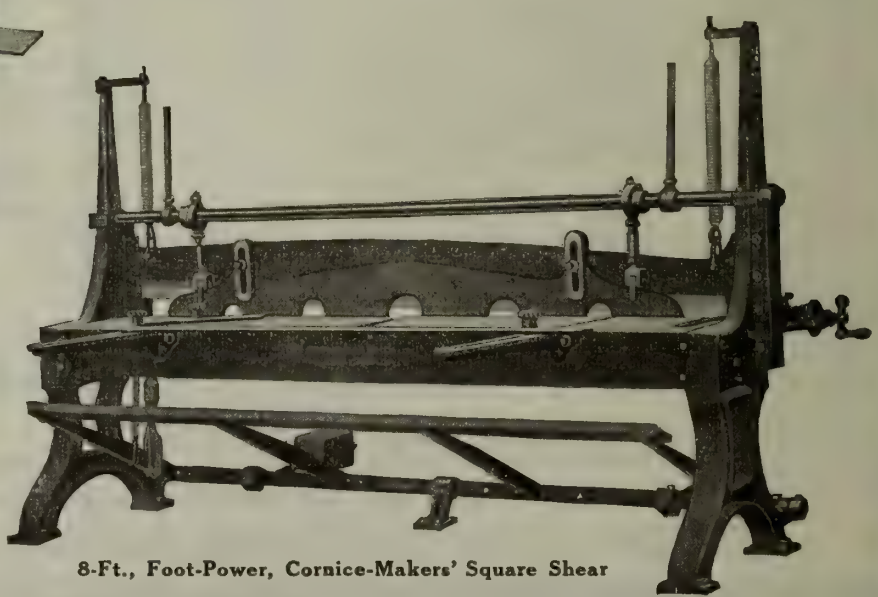
"BB" SQUARE SHEARS

Foot and Power

Made in lengths from 20 inches up to 120 inches



No. 1—15" Gap Foot-Power Square Shear



8-Ft., Foot-Power, Cornice-Makers' Square Shear

If you want a shear that does **Superior Work** order one to-day

FROM

The Brown Boggs Co.

LIMITED
HAMILTON, CANADA

Western Representatives:
MESSRS. BISSETT & LOUCKS, LIMITED
Winnipeg and Edmonton

Cash in on Moving Day

Second of a Series of Talks Outlining Opportunities And Ways To Sell Rope.



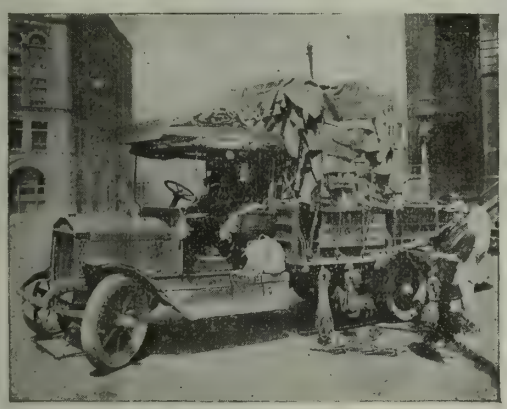
Heavy loads of household goods headed for new homes are keeping moving men busy these days. Liverymen are likewise on the jump with returning vacationists' trunks.

Moving men and liverymen are an easily-reached class. They use a lot of rope. Now, when their business is good and their loads heavy, is the time to sell them the new supply and

PLYMOUTH MANILA ROPE

is the proper article to furnish.

These people need and appreciate a fine, strong rope like Plymouth. Get their orders for the ship trade-marked brand and do it now.



And remember this: for every family that's moving out there's usually another one moving in—sometimes more. Know these newcomers and start them off with a Plymouth Manila Clothesline.

Make moving day mean bigger rope sales.

Independent Cordage Co., Limited

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

PLYMOUTH 1824

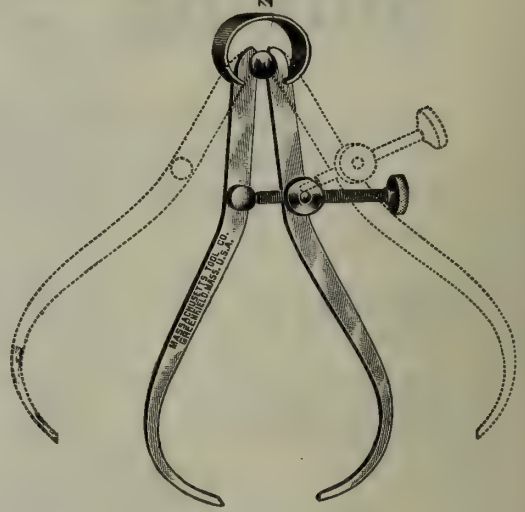
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

Goodell-Pratt's

Transfer Spring Calipers

Patented Feb. 17, 1903

These practical transfer calipers insure rapid and accurate work. They do not slip. There are no notches to cause mistakes. Set them like an ordinary spring caliper, tighten the set screw and pull the legs apart; on being released they spring back to the original position.



Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U. S. A.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

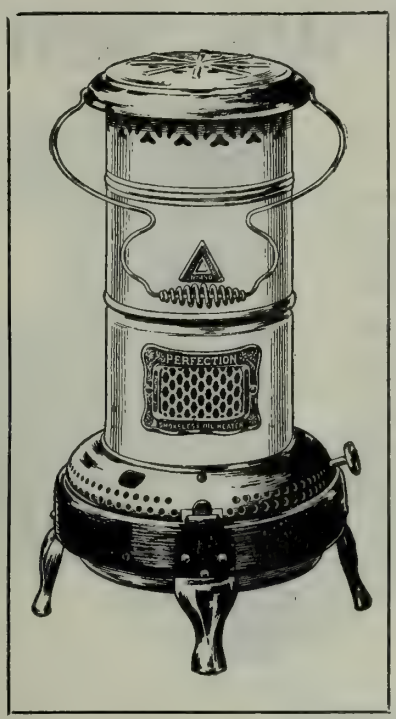
Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

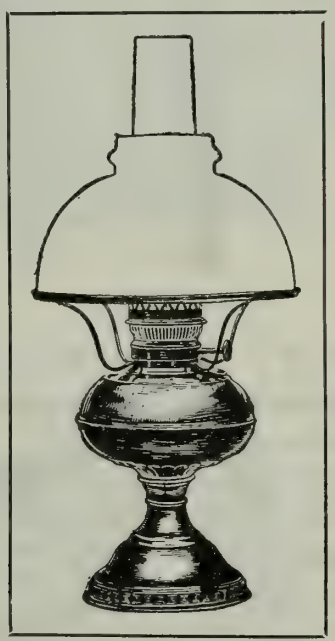




THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS



don't smoke because they are built right. They mix oil with air in just the right proportions— consequently you get a clear, bright flame, without a trace of smoke or smell.

PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

THE IMPERIAL OIL COMPANY, LIMITED

Toronto	**Montreal**	**Winnipeg**	**Vancouver**
Ottawa	**Quebec**	**Calgary**	**Edmonton**
Halifax	**St. John**	**Regina**	**Saskatoon**

TRIMO
A "PIPING" GOOD WRENCH



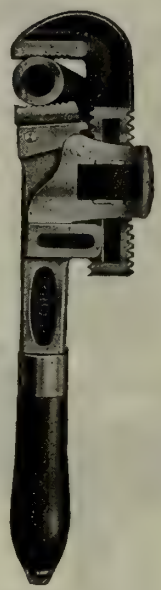
STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

Send for Catalog No. 150



WOOD HANDLE

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.





30,000,000 Possible Roofing Buyers Regularly Read

J-M Roofing Advertisements

In more than 150 publications, read by 30 millions of possible roofing buyers, we are constantly telling the story of Johns-Manville Roofing quality and service.

This is the kind of co-operation we give our Dealers—big, effective, convincing advertising that makes J-M Asbestos Roofing and J-M Regal Roofing a worthwhile, profit-earning line of goods.

And we back up the advertising—and promote your interests—by never allowing any of our roofing products to fall below the J-M standard—by never permitting a single customer to be dissatisfied.

If you, too, want to profit by this business-creating co-operation, write our nearest branch for special proposition.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

MANUFACTURERS OF PIPE COVERINGS; PACKINGS; STOVE LINING; FURNACE CEMENTS; PIPE JOINT CEMENT; GARDEN HOSE; FIRE EXTINGUISHERS; SPARK PLUGS; DRY BATTERIES; ROOF COATING; ETC.

TORONTO MONTREAL WINNIPEG VANCOUVER

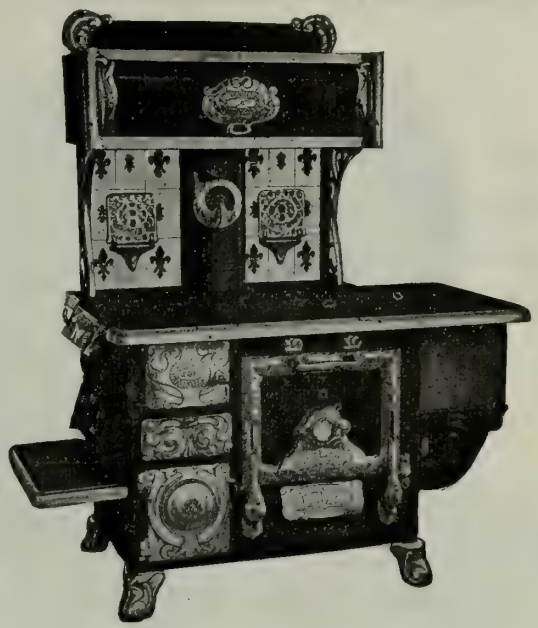
2589

LET BUSINESS accumulation rise from a solid foundation.

Everything is to be gained and nothing lost by giving your community the best possible service through your selling products.



THE SASKALTA RANGE



There's one particular range, the Sask-Alta, that contains the utmost capacity for definite satisfactory service.

This is because no undergrade materials, no slipshod workmanship, nor imperfect finishing is allowed to enter into its construction.



Every "Sask-Alta" dealer knows the satisfaction that the "security feeling" gives every time he sells one of these ranges.

Surely it is small wonder that the pride of our foundry becomes the pride of the Dealer's store and very quickly the pride of the home.

Let us get together this Fall for a live co-operation for selling the "Sask-Alta." Write us for particulars and literature.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON

Stop Wishing

for larger business—



—Sell NEVERSLIP GOODS and you'll get it



No. 4

The old way of rough sharpening necessitates time, and the shoer does not always have sufficient time to do the work properly.

The shoes soon get dull and require resharpening, which robs the horse-owner and shoer of time and money. Shoeing that's done with **Neverslip Calks and Shoes** is the kind that's rapidly replacing the old method.

Neverslip calks stay sharp a long time, and when they do get dull they can be easily replaced with new ones in 20 minutes.

Every sale results in many others, because the user invariably recommends it to his friends.

Be sure to have a good stock on hand this Fall, and let your horse-shoers know you can supply them. **Write for descriptive booklet T.**

The Neverslip Manufacturing Co.

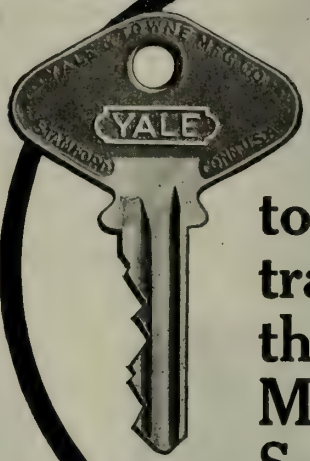
U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



Without red tips they are NOT Neverslips

YALE



It will pay you to tell your trade about the Yale Master-Key System



Tell them that padlocks, cabinet locks, door locks, night latches, desk locks—each and every one of them or any group of them can be opened by one key.

Explain how locks can be master-keyed in one set or divided into several sets with a master-key to pass each set, and a grand master-key to pass *all* sets. Show your trade that instead of a key ring with a dozen or more keys to confuse, all that need be carried is but one key. Yale Master-keyed Locks mean convenience, security and efficiency.

There is decided profit in selling the Yale Master Key System — Write us for full particulars about it today.

CANADIAN YALE & TOWNE LIMITED

Makers of YALE PRODUCTS in CANADA: Locks, Padlocks, Builders' Hardware and Door Closers.

General Offices and Works
ST. CATHARINES, ONT.

The ROYAL JEWEL

The Masterpiece of STEEL RANGE Construction

The new dress is very striking and presents a rich, handsome appearance. The Royal will sell on sight.

The working qualities of the Royal Jewel have given unbounded satisfaction. It would be impossible to make a better working range.
With the addition of the improved design we have a combination of quality, efficiency, economy and appearance that defies competition.
Polished Tops, Tiled Back Closets, and any size or style furnished as desired.

"Jewel" Gas Ranges

Will sell well because of their attractive design and finish. They have **adjustable Non-Leaking Needle-Point Valves**, that are easily and quickly adjusted to burn any kind of gas at any pressure, and which assure the utmost in **Gas Economy.**





The Quality First Range

This Year's Display of

"JEWEL" Ranges, Heaters and Gas Ranges

at Toronto Exhibition

is the best yet

We want our old and new customers and friends to be sure to pay us a visit. We are located in the Stove Building, on the South aisle (same stand as in former years.)

A "JEWEL" stove agency means satisfied, permanent customers.

THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON **TORONTO** **MONTREAL** **WINNIPEG**

Millions of Bags of Cement

Every year millions of bags of cement are used in Canada. Do **YOU** get a share of this? Hardware men everywhere are selling builders and farmers in their districts big bills of

Rogers' Portland Cement

Build **YOUR** business with the builders. Collect **your** share of these cement profits. By our agency plan you can cover your whole district with a small stock. Write us about it.

Alfred Rogers, Limited

28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Managers
Winnipeg, Manitoba





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

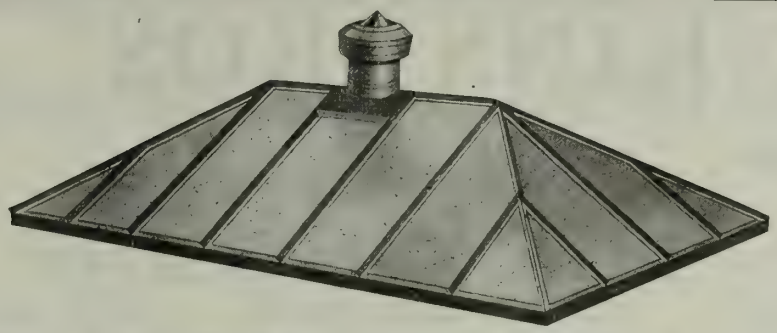
STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,

LIMITED
ST. THOMAS, ONTARIO



Save your friend, the Builder, time and money by recommending

"Metallic" Skylights

WE manufacture skylights of all sizes and shapes, suitable for all kinds of buildings. When you are supplying the hardware for a job, make the most of your opportunity by recommending "Metallic" Skylights. Write to us at once, giving us exact particulars and we will send you full information—information that will increase your order on that building by a handsome margin.

It pays to have our catalogue handy, illustrating and describing our skylights, ventilators, cornices, etc.—indeed you should have all our catalogues describing the "Metallic" line of building materials in full. Write to-day!

THE METALLIC ROOFING CO., LIMITED

Manufacturers

Toronto **Winnipeg**



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

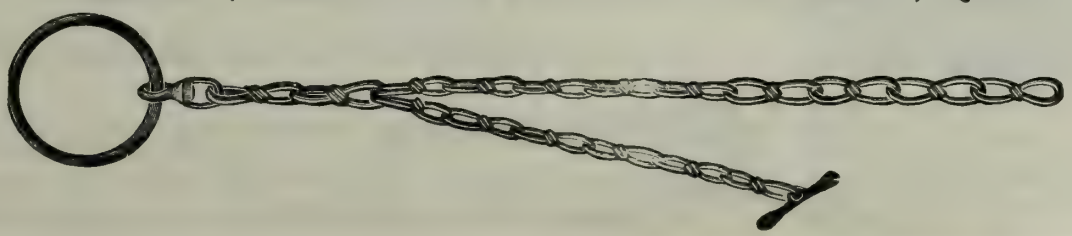
Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



JENKINS BROS.'

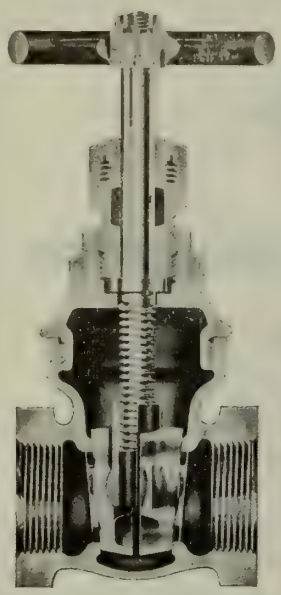


Fig. 300—Sectional View

TRADE JENKINS MARK

Jenkins Bros.

Type "K"

Brass Gate Valves

Suitable for 125 pounds working steam pressure.

Type "K" Brass Gate Valves were designed to meet the demand of the most discriminate valve users. They are neat and handsome in appearance. Made from the highest grade materials and finished by first-class workmen on modern machinery. They are of the double-wedge principle—fitted with metal gland or follower in stuffing-box.

Stocked by all first-class dealers.

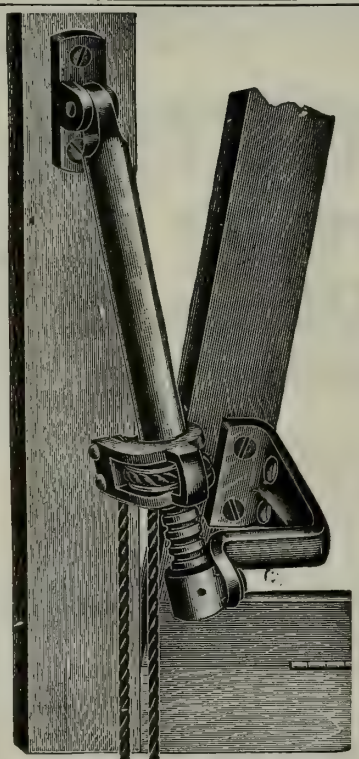
Catalogue mailed free upon request.

OUR "DIAMOND" trade-mark is cast on the body of all "Genuine" JENKINS BROS.' VALVES for your protection. See that the valves you buy bear it. Made in sizes ¼" to 3" inclusive.

Approved for use by the Depts. of Public Works in Ontario and the Western Provinces.

JENKINS BROS., Limited

103 St. Remi St., MONTREAL



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 EVERED & Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

For Superior Quality and Prompt Service

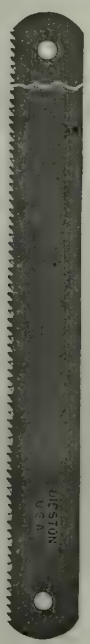
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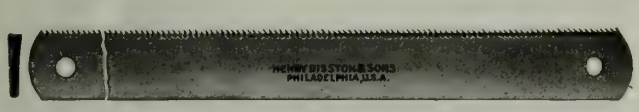
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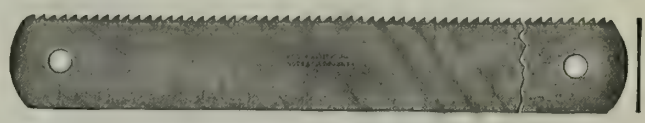
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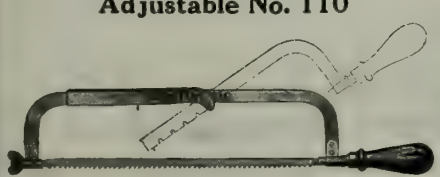
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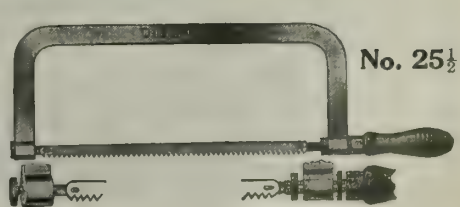
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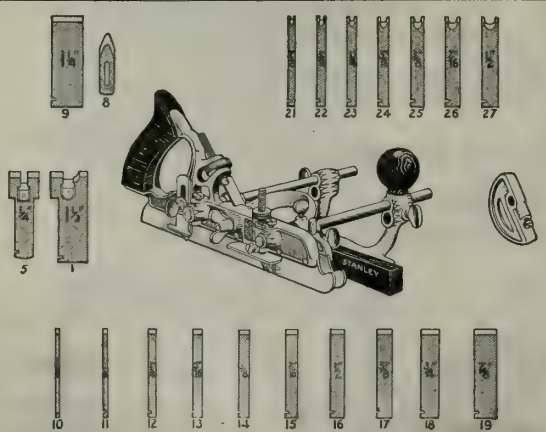
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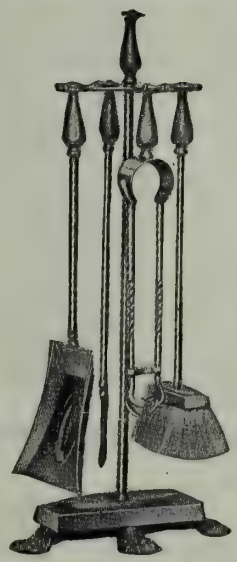
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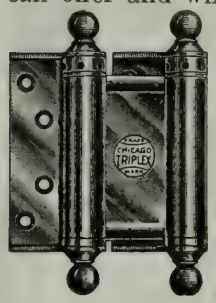
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3-16" x ¾" size.



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IN BLACK, BRONZE & GALVANIZED.

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Red Devil Tools

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That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

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CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.



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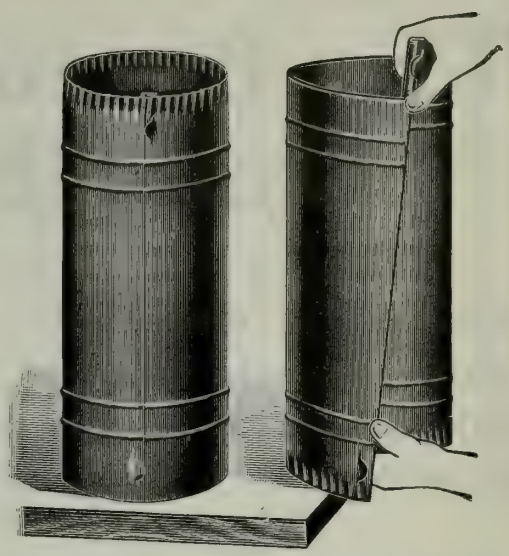
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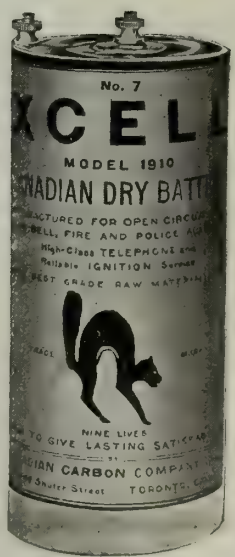
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Threshing and chopping season brings a large demand for Batteries. Flashlamps are almost indispensable necessities now that the nights are getting long. Show these lines prominently and they will move readily.

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The Canadian Carbon Co. of WINNIPEG Ltd.
Winnipeg, Manitoba

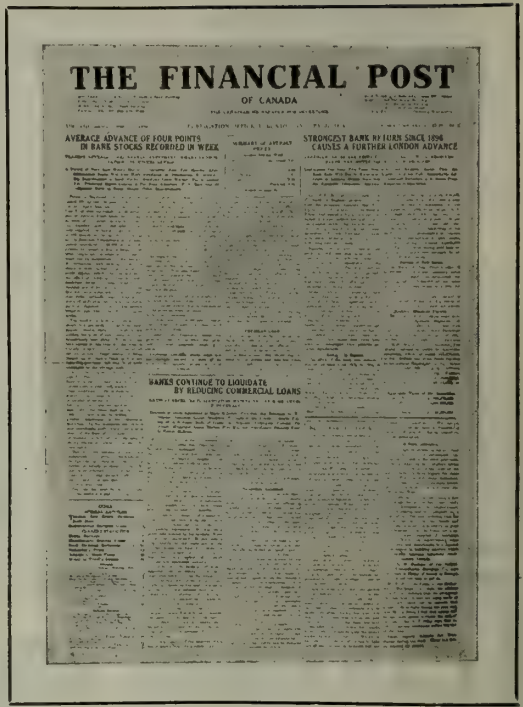


The Business Outlook

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

YOU MUST HAVE FACTS


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OF CANADA

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, SEPTEMBER 5, 1914. No. 36

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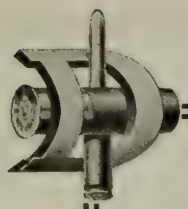
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O-Cedar Polish Mop

(Made in Canada)

Makes Easy Profit because it Sells on Sight



We're telling thousands and thousands of housewives in our extensive advertising campaign in the daily papers from coast to coast in Canada, and in the largest and most popular magazines, that it is no longer necessary for them to do strenuous reaching or get down on their hands and knees and rub and rub for hours to clean, dust and polish the woodwork.

We're telling them that the O-Cedar Polish Mop dusts, cleans and polishes in one operation—that it gives a hard, dry, durable finish, and its padding prevents the marring of furniture.

In this advertising we also invite the housewife to place ($1.50), the price of the mop, with her dealer, with the understanding that if they are not satisfied they'll get their money back.

Send your jobber a trial order. You'll soon be convinced that the O-Cedar Polish Mop gets big business.



CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue, Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. SEPTEMBER 5, 1914 No. 36

Brighter Prospects in Business World

Business Circles Facing War Situation with Greater Courage and Confidence—Goods Coming in Freely from England with War Risks Ignored—Public Accepting more Limited Selections—Creditable Holding Down of Prices.

DISTINCTLY IMPROVED is the general commercial outlook over two weeks ago, and a certain feeling of dismay and even panic that characterized not a few dealers a fortnight or so ago is subsiding rapidly.

The fear of a sudden rise in prices and the cutting off of Fall deliveries in a manner that would seriously cramp business operations in the next few months, is passing away as more favorable reports are being received from some of the most important quarters.

The unprecedented situation that developed after the declaration of war and the first shock of realization that for the time, at least, European export to Canada was absolutely cut off, soon gave way to an easier feeling as the British fleet established a line of cruisers across the Atlantic and drove out of sight, thereby rendering them unable to inflict injury, the hostile units that were prowling around for their prey.

Safety of the Seas.

An official announcement on this point issued the last week in August by the British Embassy at Washington thus summed up the position of affairs:

"The floating trade of Germany has been brought to a standstill by the operations of the British cruisers in the different parts of the world. The German fleet is unable to interfere or to set their commerce free, owing to the British main fleet, which is cruising in full strength and preventing any interference with the cruisers.

"Already about 7 per cent. of the total German tonnage is in British hands, another 20 per cent. is sheltering in neutral harbors, and the remainder is either in German harbors, unable to move, or endeavoring to find security. British shipping, with the exception of less than 1 per cent., which was in German harbors at the outbreak of war, is actively pursuing its business on all the great commercial routes.

"The German squadron in China has been rendered ineffective by the constant pursuit by the British squadron in the Far East. Trade in China is therefore unaffected.

"The Austrian squadron in the Adriatic has retired into the Adriatic before the Anglo-French fleet, which is so superior that it is able to send strong detachments to any parts of the Mediterranean or adjoining seas in which naval forces may be required."

Ignoring War Insurance.

What has this result of protection meant to the supply houses and retailers of Canada?

Not only that goods are arriving freely almost daily, but that the other nearly insuperable obstacle to importation, the cost of war insurance, has been removed. This does not mean that insurance rates have fallen to a normal level, for they are still 3 to 4 per cent., but importers are securing as thoroughly satisfactory result, **by ignoring the insurance companies altogether.** One importer after another has smiled when he was questioned as to high insurance risks: "We are not taking any out. We are trusting that the British fleet will continue to keep the seas safe." This result has been of invaluable assistance in keeping costs down to reasonable figures.

High Cost of Exchange.

There still remains, however, the high cost of exchange, a subject that is treated at some length elsewhere in this issue. Unless English firms are willing to wait for payments, or Canadian buyers have some arrangements made whereby an English representative guarantees payments or makes it at the usual time, goods, naturally, are not forthcoming.

But, for the present, affairs are progressing much more favorably than was anticipated; Fall openings are being arranged for and held; commendable showings are being made, and, with few exceptions, prices have not been advanced.

This is fortunate in the face of the natural result of a war on general business conditions, but even in this respect the outlook is far more favorable. Now that the shock is over, the situation is being viewed more calmly. Courage is called into play in deciding future policies; business men are becoming filled with the determination to keep a grip on affairs; to hold the ground they have won; and to seize every opportunity to extend their trade into the new channels that the paralyzing effect of the war in some quarters has opened up to them as their legitimate field.

To the credit of the Canadian supply houses and retailers must be set the effort to hold prices down. The scoffer at the idea of commercial virtue will say that this was enforced owing to existing business conditions, but the refutation of this is the course pursued in some cities across the border, where prices were jumped 20, 30, 40, 50 per cent. and more in case after case where a scarcity of supplies seemed to warrant the usual practice of advance.

AMERICAN TRAVELERS.

Among the representatives of American houses in Montreal this week are C. K. Eichler, of the Slaymaker Co.; F. M. Fay, of the J. Stevens Arms and Tool Co.; R. A. Catlen, of the Corbin Cabinet Lock Co.; S. LeRoy Webster, of the Delta File Co., and A. L. Wheeler, of the Eberhard Manufacturing Co.

Description of a Model Hardware Warehouse



Exterior of the Fife Hardware Co.'s warehouse.

THE building of a warehouse, a problem which confronts many hardware merchants who conduct growing businesses, requires considerable forethought. Those who have succeeded in erecting a building embodying new ideas, and well fitted for the purpose for which it is required, are often called upon to offer advice to others who are facing the same problem.

Among those who have recently erected new warehouse buildings is the Fife Hardware Co., Fort William, and many are the letters received from hardwaremen in every part of the Dominion desiring information. A description of this building will serve a useful purpose in this respect.

It was erected in the fall of 1903, and occupied last Christmas. It is of mushroom construction, built of reinforced concrete throughout, with brick facing. This type of construction eliminates all beams, which obstruct light. It is a three-storey structure, with basement. The ceiling is 12 ft. high in the basement and 14 ft. high on other floors. The building is served by an electric elevator, which is located in a special elevator pit, equipped with steel doors, which fold like a blind when not in use, but fall and protect the building in case of fire. Another splendid feature, about which the Fife Hardware Co. have had innumerable inquiries, is a concrete pit for holding iron and steel bars.

The basement contains the furnace, enclosed within a separate room; also supplies of window glass in crates, tarred felt, rope, blacksmith supplies, axe and pick handles. etc.

On the ground floor are carried steel plates and nails, the latter in kegs. Wrought iron pipe is stocked horizontally, both black and galvanized, in sizes from ⅛ inch to 6 inches. Here are also stocks of nuts, bolts, axes and picks, all of which are in big demand in a country like this where development work is going on.

Pit for Bars.

Iron and steel bars are carried in pits, as shown in one of the accompanying illustrations. These pits were designed when the building was erected, to extend from the ground floor to the basement, and a little above the second floor, so as to facilitate drawing from stock. It will be seen by the large quantity carried that the demand in this district is quite extensive. At the mouth of the pit, from which bars are drawn, are facilities for cutting and weighing, and trucks for conveying it to or from cars on the railroad siding. There are two unloading doors almost on a level with this floor, at which city teams can load with ease. There is also a shipping office located near the door. Stock in the pits is divided up in sizes so that it can easily be found.

Wire Rope.

An aisle on this floor is devoted to wire rope, along which it can easily be unwound and cut. Construction work and elevators in and around Fort William take hundreds of thousands of feet per year, and it is an important item. It is carried in coils, in sizes from ¼ inch to 1 inch.

Chains are carried on this floor in barrels, and a corner is devoted to cement. Besides the unloading doors referred to, there is another adjoining the elevator, so that goods required on other floors may be moved where they are required immediately. Kegs of nails are piled ten tiers high on their sides, showing how strong the concrete floors are. Bolts have been left embedded in the ceiling, so that it will be easy to install an overhead track when required.

Second Floor.

The second floor has been fitted up with wooden fixtures for carrying smaller lines of hardware. Bolts are carried in open shelving, the pigeon holes containing them measuring 18 x 24 inches by 3 ft. deep. Practically the whole floor has been divided into aisles by means of fixtures of this type. They have been made of 2-inch dressed lumber, so that there is no sagging where heavy goods are carried.

This open shelving is used for carrying such lines as engineers' supplies, such as gauge glasses, injectors, gauges, brass and malleable fittings, steam packing for marine work, and cast iron valves up to 6 inches. They also carry rivets, skates, brushes, wicks, small sizes of rope, mechanics' and carpenters' tools, tacks, and innumerable supplies required in every trade. Similar fixtures are used for carrying paints and var-

nishes. Racks, which taper, are built against the wall, for holding fittings.

Aisles between fixtures carrying small goods are equipped with counters, scales, and wrapping paper, to allow parcels to be made up on the spot. The floors are specially treated to prevent dust from rising.

As previously stated, the pits for holding steel bars extend half-way up to the ceiling on this floor, but are covered in. The space on top is used for carrying ammunition, and is reached by a stairway. This is a safe place for it.

Third Floor.

The top floor is devoted to heavy and bulky goods, which are difficult to classify, and can only be stocked on the floor. Here are carried such lines as carriage and wagon woodwork, resting on skeleton shelving made from iron pipe with wooden frames. The same shelving holds harvest tools horizontally.



Counters and wrapping facilities for small goods.



Open fixtures for bolts and package goods.

On the floor are blankets for railway construction and lumber camps, blacksmiths' forges, bellows, and blowers. Iron pulleys are carried on top of one another, together with shafting. An important item in this district is elevator buckets, for which there is a continual demand for repairs and additions. One elevator placed an order for 2,000 buckets.

Lumbermen's stoves and ranges, shovels tied together in bundles, screen doors, rubber hose, wheelbarrows, galvanized ware, poultry netting, tents, sweat pads, tarpaulins, are some of the goods found here, the last three lines being carried in open fixtures.

The offices are located on the ground floor. There are private offices and a large general office, which overlook the harbor. The floors are laid with cork. One office has been fitted up as a sample room, with displays of guns, cutlery, builders' hardware and harness. There are lavatories and cloak rooms, both on the first and second floors.

The building has been designed to permit more storeys on top should business warrant them.



Concrete pits for iron and steel bars.

BIG FIRE IN TRENTON.

Trenton, Aug. 29.—A fire broke out in the Trenton Garage destroying the building and eight automobiles. The building contained three sample rooms, four storeys, five dwellings, one large livery, and a stage barn. The fire made a sweep. The hardware store of S. B. McClung & Co. was on the opposite side of the street from the buildings consumed. The heat was so intense that every window in the McClung store was broken and the cornices and woodwork were injured. Luckily, however, the fire was kept to the one side of the street, and Mr. McClung's property escaped without any serious damage.

HARDWARE AND METAL

VOL. XXVI. No. 36 Toronto, Canada, September 5, 1914 Two Dollars per Year

BUSINESS AND THE WAR

THE first announcement of the outbreak of hostilities threw business into a panic. Men saw the future through an indigo haze. It was perhaps natural that so tremendous, so unbelievable a catastrophe would turn the world topsy-turvy. War is a contingency that business has had small regard for of recent years. A possibility always, it has loomed so far away on the horizon of improbabilities, that little serious thought was given to it. In America, at least, men were not prepared for what happened when a doddering old Emperor set out to revenge himself on a weak neighbor.

A month has passed and, strangely enough, we are beginning to adapt ourselves to the new conditions. Tales of carnage have lost their power to thrill or daunt, losses are being accepted with an equanimity that amounts to cheerfulness. The first shock is over and there is no reason left for business men to show further evidences of panic.

It would be futile, nay ridiculous, to contend that Canada does not stand to lose heavily. In company with all the world, we must bear our share of the cost of this blood-madness. But it is now quite within the bound of facts to show that our loss will not be great enough to retard the progress of the country, certainly not a tithe of the loss that, in the first panicky days, business men believed was staring the country in the face. Trade is returning to normal channels. There are evidences on all hands that business is beginning to pick up and that confidence is being firmly established once again. Business on the continent of North America must proceed, even if the map of Europe be remade and kingdoms fall.

And the most satisfactory feature of the situation is that Britain bids fair to share in the condition of normality in commerce that is prevailing in America. The supremacy of the seas has been left to Albion without even the gage of battle being thrown down. Trade routes are being opened to all but the ships of Germany and in the course of a short time, British commerce should return almost to normal. The drain of men and funds will sap British prosperity but, after all, the loss will be comparatively light when one considers what is happening in the other countries engaged where trade is paralyzed and starvation looms up iminent.

The worst is over. Let Canadians face the future with cheerful confidence and resolution.

NEW SHEET METAL COURSE

ONE of the most valuable features of Hardware and Metal has been the information which this paper has conveyed through its columns on sheet metal problems. In addition to the publication of miscellaneous information and articles dealing with special development problems, strong courses have been published, covering sheet metal work from the most elementary stage to problems of a complicated nature. Special reference might be made to the course by E. W. Koser, which ran in Hardware and Metal for over a year and proved the best of its kind ever published.

Charles Seivers, who is preparing a new course which starts in this issue is particularly well-fitted for the work. He has had many years' experience and knows sheet metal work thoroughly and from every angle. The keynote of his course will be simplicity. The articles will be written so that the veriest amateur will understand and be able to follow the explanations. At the same time, the articles will deal with every phase of the work, ranging from the simplest to the most complicated problems.

Our advice to readers is to start Mr. Seivers' course at the start and follow it through to the end without skipping a single issue. The first instalments may deal with elementary matters with which you are thoroughly familiar, but they undoubtedly will give you a new angle on the work; and a technical course is like a serial story—it must be followed from first to last to get the full benefit.

AMERICANS ARE ACTIVE

THE flood of circular letters which is coming through the mails to the Canadian wholesale trade shows that American manufacturers are quick to take advantage of the European situation, and the fact that Europe has ceased for the time

being, at least to be a competitive factor in the Canadian market. Travelers are also making their appearance to take every advantage of the situation.

Chief activity seems to be centering in the gun business on account of Belgium arms being out of the market, but there is also an effort to get in on the cutlery trade and many sundry lines of shelf hardware. The letters which are being received frankly call attention to the European situation and the fact certain goods cannot be imported and then state what they are willing to do in the way of supplying something to fill the need.

THE EFFECT OF GERMAN TRADE

EVIDENCE of the effect, wrought by the war, on German commerce, is seen in letters being received by Toronto hardware brokers from German manufacturers. These are written in ink, in the German language, and have not been sealed. It is surprising to find mail arriving here from Germany. They are pathetic in the extreme. Makers of cutlery report their factories closed, their business gone, and futures blasted. If the war were to stop to-morrow, it would be six months before wheels could be put in motion again. How many Germans who have wrought the hardware carried in our stores, have been slain?

The opinion is expressed that German goods will never again sell at the low prices obtaining prior to the war. Mechanics will be fewer, and those that remain will be more independent. The efficiency of industrial Germany has met a severe setback. It will take a generation to regain lost ground.

THE DUTY OF THE TRAVELER

THAT the travelinfi salesman has a duty of great magnitude to perform in the present turmoil into which the wold has been thrown, is evident to every knight of the grip who seriously considers the situation. It is he who is now responsible for the revolving of the wheels of our factories and keeping employed the vast army of workmen upon whose wages so much depends in the arena of commerce.

Now is the time, if ever, when the traveler should set his teeth and get the business that will give the laboring man employment. In recent years when the country was at the height of its prosperity the salesman in a great many lines had little difficulty in getting his quota of orders, and from year to year in gradually increasing sales. He has been care-free to a great extent and has probably enjoyed a good many extra hours of recreation. But for this he was not criticized because he was bringing in the business. Now, however, circumstances have temporarily changed, due to the war. Timidity characterizes a great many people. It is the duty of the traveler to exert every effort to exterminate this feeling, but a still greater obligation rests upon his shoulders to turn in the business. Upon the sales force depends the extent of the products turned out in the manufacturing plant, and if the orders are not forthcoming it means that the bread-winner of the workman's family must fall by the wayside. This in turn adversely affects the retailer and wholesaler.

The traveling salesman is the man of the hour. It is to him we must look for encouragement in the present crisis more than to anyone else. If he plays his part in the commercial world as is clearly his duty, he will work as he never did before to make the wheels go round.

EDITORIAL BRIEFS

AUTO accessories are a hardware line.

* * *

NOW IS THE time to clean-up the books.

* * *

HAVE you started your fall stove campaign?

* * *

SWAT THE FLY, then swat the Lie, now swat the panic cry.

* * *

HAVE YOU STARTED to plan your fall stove and paint campaign.

* * *

THE ROLLING STONE gathers no moss. And what's more, it never rolls up-hill.

* * *

IF PEOPLE JUDGE an ad. on the first glance, some advertisements must have a cruel impression.

* * *

THOSE WHO REMAIN at home can fight for the Empire by increasing their capacity for PAYING.

* * *

WE ARE GETTING down to a saner level—fewer specials, smaller headlines, more confidence and more attention to business.

* * *

THE BOOM OF a cannon in far Belgium will not hurt the attendance at the Fall Fairs. Hardwaremen should start to prepare to take advantage of the Fairs in their district.

* * *

WHEN THE SALES-FORCE is working in harmony with the merchants selling policy, and his other merchandising systems are good, he may be sure that he has secured a maximum efficiency in selling.

* * *

NO PATRIOTIC Canadian will forget for a moment that Canada is at war; but neither should he forget that it is in the vital interests of the Empire that her prosperity be maintained at the highest possible level.

HOW TRADE IS WON IN WESTERN STORE



THE day is coming when a book will be written on the science of displaying things in a hardware store. It is truly a science, a science which is becoming more and more understood every day. There was a day when it was considered dangerous to lay things carelessly around for fear people picked them up. To-day merchants are exercising their ingenuity to find a way of displaying things so that they will be picked up quickest. The day when people came in with a definite article in mind, a specific make, and a particular price, when they wanted nothing else and could afford nothing else, is passing away. People go about with so much money in their pocket nowadays, and are able to buy so many things without feeling the pinch, it is the store that can lay a red herring along their path, which will get the business Hence display racks are becoming more and more popular and necessary in hardware stores.

If ever a red herring was needed in a hardware store, it is in the hardware department of the Regina Trading Co. That space seen in the picture is a by-way in the store, and you don't need to go through it to get in or out. In short, unless a man is in need of a screw driver or a lawn mower, he is liable to pass along the aisle where the photographer stood, and the chance of selling him hardware vanishes.

A red herring was necessary, and it took the shape of that big table seen in the centre of the picture. If a man was to be drawn into the net, or a woman, it was necessary to have that table so attractive, so full of things he was likely to buy, that he would stop and look, handle, and then gradually be pulled into the interior.

Changing the Bait.

There is no doubt that this picture was taken just prior to a holiday, and that these fishing goods were put there to catch passersby who might be disciples of Isaac Walton. Then there are picnic baskets at the far end, and a dozen other things to charm the heart of the economical woman. Department stores make strong bids for the ladies' trade, and this is one of their successful baits Just think of it: this table is changed three times a week There are baits in some stores that are not changed three times a year, and get stale. That's why they seldom get a bite. On the day Hardware and Metal's representative visited the Regina Trading Co., this table was set to catch farmers. The manager reported a good catch. He had his table baited with every little thing he could think of likely to be needed in a farm house. It was like setting a shrimp to catch a whale, because when they saw a pair of tempting grass shears, they were pulled in further, and eventually bought an oil stove. At Christmas time, the whole department depends to a great extent on the bait carried by this table. It is fitted up with tiers, and a grand display made. That brings the attention of the ladies to those displays of cut glass on the left. There are four big show cases full, and a big business is done from them at all times of the year.

The other side of the store is for the tool trade. A big business is usually done here in this line, but like everywhere else, it is a little quiet this year, following the slump in building.

Sets of Aluminum

Aluminum and enamelware can be seen at the rear. The former are put up in five-dollar sets of three or four pieces The manager does not believe in $20 complete kitchen sets. The woman who is trying it out does not care to buy so much. For the sets, the aluminum is mixed up, and ten per cent. taken off the regular price. The woman who wished to change a piece must pay the extra 10 per cent.

Junior Clerk's Page

COURTESY.

Courtesy is an investment that requires no cash outlay, but pays wonderfully big dividends. Courtesy is to your personality what service is to business—the one little thing that makes big things possible. No business can be built on a solid foundation where the keystone of courteous service is lacking. That is a known law no well-founded business house wilfully neglects. It is a law you personally cannot ignore and hope to advance far toward prosperity.

Courtesy makes friends. A smile and the willingness to do a service secures good-will—and good-will is eventually bankable, if we must insist here on considering the financial side of courtesy. He who, through lack of courtesy, arouses the wrath and enmity of some patron toward his employer, carves but a boomerang for himself. Discourtesy arouses prejudice—and prejudice kills personal liking and trade. The boomerang of the discourteous employee and employer eventually swings and returns—and hits the flinger a crushing blow.

Discourtesy has separated many a one from their job and kicked many a throne from under a king. It has been responsible for black reputations, black eyes, black futures.

Some are born with the habit of discourtesy; others achieve the habit; and still others have thrust upon them through misfortune the knowledge that the habit of courtesy pays. Courtesy is only self-protection — an endowment policy toward future prosperity. Get the habit—whether you are an office boy or a millionaire or an intermediate between the two.

—George Frederick Wilson.

LIVE WIRES.

IT has often and truly been said that "The man who watches the clock will never own the clock." The average young man starting on a business career very often stands in his own light, so to speak, for fear that he might do more than he is being paid to do.

How little does that young man realize that a man's success in life is measured solely by the service he renders others. Of course, there are lots of bright, energetic young men who, by way of ambition and study, are getting there, yet the great majority of our younger generation do their work after a drudgery fashion, being constantly afraid that some responsibility outside of their immediate realm of work is going to be thrust upon them, or that they will be compelled to perform duties for which they are not being paid.

Never did a man make such a grave mistake as to take that attitude toward the situation—for it is indeed Responsibility that makes the Man, and in order to fit himself to hold a responsible position he should be thoroughly gratified to be assigned to duties outside of his regular run of work.

My idea is, although I have not reached any pinnacle of success as yet, that it is the man who thinks hardest and plans most to do things that his fellow-workers would never think of; things that bring results; the one who studies up ideas that will forward the business of his employer, is the man who will succeed. Reading lots and keeping posted on the big things that are to take place, and that have taken place, is a big factor in gaining competence.

I have very often heard associates say, "Oh, I don't intend to do this all my life; what's the use of me working hard?"

It grieves me to realize that a young man can be so short-sighted as to think that way. My motto is: do the task at hand to the very best of your ability, even though you may never pick it up again, for through that spirit alone can a man realize success.

If you will go over the lives of the great majority of our successful men, you will learn that they began at the bottom of the ladder, and the greatest factor in their rise to achievement was hard work and faithful study. It is a mistaken idea that most employees have, that the Boss is the only beneficiary from their effort. Of course, the man higher up may reap a benefit by the employee's endeavor, but far greater is the benefit that the young man is gaining himself.

Study hard, boys, and learn to listen more, and to take advantage of your opportunities to do better things for both yourself, and your employer, and your effort will not fail to be rewarded.

On the Lookout.

A Live Wire is a man always looking ahead, and doing things that count. Of course, it is needless to say that someone has to do the routine work; of course, they have, but the idea is for you to study out an easier and better way for that routine work to be done, and put that idea into practice, and ere long you will rise from the mediocre class, and attain things worth while.

The Boss, unless he is deaf, dumb and blind, is fully aware of what is "going on" at pretty nearly all times, so don't get the idea into your head, young man, that your effort might be overlooked, and not be fully appreciated. He appreciates your effort, even though he doesn't make the fact known to you, and is always willing to help you do better, for incidentally it helps him and his business.

The writer is very fortunate to be employed by good, far-sighted, and appreciative men, and although there have very often been times when he thought his efforts were misdirected, he found later that he was entirely mistaken, and that although the Boss had lots of other things to occupy his thoughts, he, the writer, was not overlooked by any means.

Give your Boss the very best that you have, and keep constantly trying to make that best better, and he will do likewise by you; and don't overlook this fact. Our most beneficial experience is made through mistakes. Don't feel downhearted when an error is traced back to you, but take your medicine like a man, and do better next time. Everybody makes mistakes. That is, every one who undertakes to do anything worth while.

The man that never makes an error is the man who never tries to get anywhere, for it is through our errors that we learn how to do the thing right next time. And, another thing, don't be afraid of criticism, for it does you good, and you can glory in the knowledge that when you begin to be criticized you have begun to do something the other fellow has overlooked.

MARTIN-SENOUR
PAINTS AND VARNISHES

Permanence *Profit*

Behind the name **Martin-Senour** and the firm **trade-mark** can be found the utmost in **quality** that years of experiment and conscientious effort on the part of expert paint and varnish makers and chemists can produce.

They claim each and every product to be as near **perfection** as human agency can devise.

We **guarantee** what they claim.

We Should Know

Thousands of **Martin-Senour** Selling Agents voluntarily testify to the service and satisfaction they have been able to render their customers in supplying them with **Martin-Senour** Paints and Varnishes. This has resulted in **repeat orders** and **increased business** and the natural sequence—**larger profits.** These dealers think they have the **best** Paint proposition in the market.

They Should Know

To you Mr. Live, Wide-Awake Dealer with a desire to invest your money **wisely** and **profitably,** who aims at giving your customers the **best** value and greatest **satisfaction** and thereby profit by **continued patronage** and the building up of your business. If **permanence** and **profit** are of interest to you, then don't you owe it to yourself to have the **Martin-Senour** exclusive agency plan laid before you?

You Should Know

Write us for Information.

The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO **MONTREAL** WINNIPEG

HALIFAX • LINCOLN • TORONTO

MARTIN-SENOUR
PAINTS AND VARNISHES

Quality 

Service

Quality and **Service** have made the name "**Martin-Senour**"—"**100% Pure**"—"**Senour's Floor**" household words throughout the land. Consumers have come to know that a paint or varnish product carrying the name Martin-Senour is equivalent to a guarantee of highest quality and absolute satisfaction. Thus it is that Spic and Span Finishes and the full line of Paints and Varnishes for every surface, for every purpose, are the easiest and most profitable to sell.

The **Martin-Senour guarantee** on **100 p.c. Pure Paint** contains no "joker." Compare it with others. Here it is:

Mr. Dealer:

We hereby authorize you to guarantee the Martin-Senour 100% Pure Paint (except a few dark shades that cannot be prepared from Pure Lead and Zinc alone), to be 100% Pure White Lead, Pure Oxide of Zinc, Pure Linseed Oil, Pure Colors and Turpentine Dryer, and to be entirely free from adulteration or substitution, and sold subject to chemical analysis.

This is just a statement of fact. The **plain,** unvarnished **Truth,** and in the fight for big business, can you be better armed than with the weapons of **Purity** and **Truth?**

Let us tell you the whole story of sales help and co-operation offered and **given** Martin-Senour agents. It's **conclusive,** without a doubt.

Write us for information



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



A New Course in Sheet Metal Work

Hardware and Metal Secures the Services of an Expert to Supply a Complete Course — Articles Will Appear in Each Issue of Hardware and Metal.

HARDWARE and Metal has been making a very exhaustive search for some time to secure a first class sheet metal worker, who could prepare a special, yet simple course on such work. At last we have been fortunate enough to secure the services of Charles Seivers, of Ottawa. Mr. Seivers is nothing if not practical, and is at present the manager of one of the largest and most up-to-date sheet metal and tinsmiths' shops in Canada, where jobbing only is a specialty.

Readers who have any knowledge whatever of sheet metal pattern development will see at a glance that a man employed at such a shop will be likely to have a greater actual knowledge of the trade than one who is employed in a factory. Mr. Seivers is at heart a sheet metal worker. He has worked himself up from helper to his present position, first engaging at the work in the year 1896. Thus he has now had 18 years' practical experience.

In the course of the negotiations, Mr. Seivers stated "That he would advise a course as simple as possible, free from highly technical phraseology and written so that either man or boy who has had a limited education could read and understand it.."

We have already submitted several articles to one of the highest authorities on sheet metal work in Canada, getting the opinion that the course would prove a boon to every man in the trade who took an interest. It will be as simple as possible, but, if perchance any readers are a little in doubt about any portion of the course, Mr. Seivers will be only too glad to take such matters up, and to make fuller explanations.



Charles Seivers.

This course has one great advantage over most courses in pattern development. Each article will be separate in itself. The information contained will be the result of every-day practice.

Mr. Seivers takes a particular interest in his "boys," because he can see that the tradesmen in his line are becoming more like machines than practical mechanics.

For instance, how many of the men who have worked at the trade several years can actually develop a set of elbow patterns? The writer knows of quite a large number of men who have worked as long as ten years and cannot develop such patterns.

Therefore, Mr. Seivers will see to it that the course will be simple and at the same time as practical as possible. The first article of this course is appended.

ARTICLE I.

Article I.

In dealing with problems in sheet metal pattern cutting, a number of terms or names are used for the different operations, some of which may at times leave doubt as to what is meant by them for the purpose of making these clear we deal in this issue, in some definitions from Euclid's elements, or as more generally called geometry.

A Line; a Straight Line

A line has position, it has length, but neither breadth or thickness, a straight line is defined as the shortest possible distance between two points.

A Point.

A point has position but not magnitude. In Fig. 1, A-E and D-C are straight lines, and the ends of the lines and the intersection or point where they cross each other are called points as A B-C-D and E.

A Curve.

A curved line or a curve is a line of which no part is straight as A-B-C in Fig. 2.

An Angle.

Two straight lines drawn from the same point form an angle. As B, A, C in Fig. 3, the straight lines are called the arms of the angle and the point is called the vertex.

When a straight line stands on or is drawn from another straight line, making the angle on either side equal to each other, each of the angles is called a right angle. As in Fig. 4 if A-B is drawn from C, D so that the angles A-B-C and A-B-D are equal to each other, these angles are right angles and A-B is drawn at right angles (or as called in general practice, square width) to C-D.

An Obtuse Angle.

An obtuse angle is one that is greater than a right angle as at A in Fig. 5.

And an acute angle is one that is less than a right angle as at B in Fig. 5.

Parallel Straight Lines.

Parallel straight lines are such as are in the same plane but being continued out either way do not meet. In Fig. 6 we have two lines parallel to each other, as A-B and C-D, these if drawn out would be the same distance apart and would not meet.

A Circle.

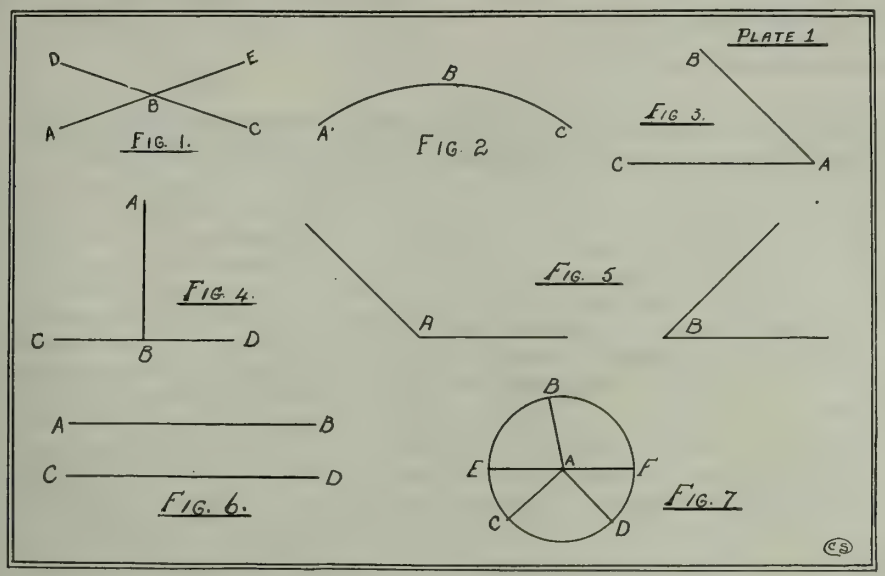
A circle is a figure contained by one curved line, which is called the circumference and straight lines drawn from a certain point within the figure to the circumference are equal to each other. This point is called the center of the circle.

A Radius.

The radius of a circle is a line drawn from the center of a circle to the circumference.

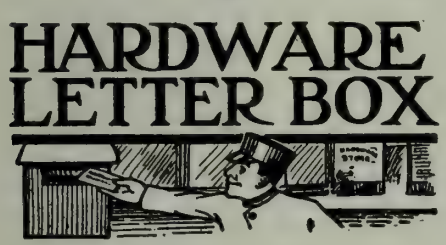
A Diameter.

The Diameter of a circle is a straight line drawn through the center of a circle and ending both ways at the circumference.



The Radii.

In Fig. 7, point H is the center of the circle B-C-D, the straight lines A-B-A-C, and A-D are each a radius of the circle B-C-D, and if spoken of together are called the radii of the circle. The straight line E-F is a diameter of the circle B-C-D.



McKinley & Northwood, Limited, Ottawa.—"Enameled letters of the variety you describe can be secured from the Martel-Stewart Co., Montreal."

Cattle Tags.

W. J. Heard, Fenlon Falls, Ont.—"Please give me the names of manufacturers making cattle tags."

The following firms can supply cattle tags:—The Hamilton Stamp and Stencil Co., Hamilton, Ont.; Toronto Stamp and Stencil Works, 137 Church Street, Toronto; Superior Mfg. Co., 93 Church St., Toronto.—Editor.

Stable Fittings.

W. J. Heaman, Exeter, Ont.—"Kindly advise us if you know of manufacturers of cast and wrought iron stable fittings."

Dennis Wire and Iron Works Co., London, Ont.; Erie Iron Works Co., St. Thomas, Ont.; the Metal Shingle and Siding Co., Preston, Ont.; the Heller-Aller Co., Windsor, Ont.; Tisdale Iron and Stable Fittings Co., Toronto; Beatty Bros., Fergus, Ont.—Editor.

Address Wanted.

J. L. Demers, Thetford Mines, Que.—"Please tell us the address of the Folson Company, who make copper snow guards. Their name has been referred to by an architect."

Could any of our readers give us this information?—Editor.

Information Wanted.

Smellie Bros, Shoal Lake, Man.—"Having seen your advertisement in Hardware and Metal, we wish to know if you sell books on electrical goods. Our town is just installing an electrical plant, direct current, and we want a good book on electrical fittings, etc., that would give us an idea of what powers and styles of the various articles that we will be likely to sell. If you have a book of this description, kindly answer by return of mail, stating price."

The only way to get this information is to get some of the catalogues of a reliable firm. The following firms can supply you with information:—Canadian Carbon Co. of Winnipeg, Winnipeg, Man.; Canadian Carbon Co., 96 King Street W., Toronto; National Electrical Heating Co., 544 Queen Street E., Toronto; Northern Electric Co., 131 Simcoe Street, Toronto; Landers, Frary & Clarke, New Britain, Conn.; Interstate Electric Co., 220 King Street W., Toronto; the Flexible Conduit Co., Ltd., Guelph, Ont.; the Mainer Electric Co., Winnipeg, Man.—Editor.

Dumb Waiters

R. T. Holman, Summersides, P.E.I.—"Kindly give us list of makers of dumb waiter fixtures."

Otis-Fensom Elevator Co., 50 Bay St., Toronto; Turnbull Elevator Mfg. Co., 126 John Street, Toronto.—Editor.

A. M. Smith, sales manager McClary Mfg. Co., London, was a business visitor in Toronto last week.

Catalogues and Booklets

Out-of-Door-Girl Catalogue.

Dealers anxious to add attractiveness to their sporting goods department would do well to write Nobel's Explosives, 244 Chambers of Commerce, Winnipeg, and ask for the new poster advertising Ballistie and New Empire sporting powders. This poster adds another to the list of really artistic advertisements prepared by ammunition houses. It shows a girl—a slender, healthful, happy girl—just loading her shotgun. With the prairie and the sky behind—in autumn colors—the whole effect is very beautiful. Fortunately the poster is on canvas, so that it will be possible to keep it for a considerable time.

New Lufkin Catalogue.

The Lufkin Rule Company of Canada, Ltd., Windsor, Ont., announce the issuing of their new catalog No. 9, now ready for distribution. Its 110 pages are devoted exclusively to measuring tapes and rules, and it unquestionably is one of the most complete catalog of such goods ever sent out. The various items throughout the book are well arranged, and most comprehensively presented. The embossed cover is of strikingly original design, executed in the Lufkin stock label and box colors, tan and maroon. The special attention of the trade is invited to the fact that in addition to measuring tapes, steel rules, etc., the company now manufacture a complete line of folding boxwood and flexible spring joint wood rules, and of both has a full stock, enabling them to make prompt shipments. All requests for copies of the new catalog will receive prompt attention.

Personal.

F. G. Brenton, formerly Canadian manager of Schuchardt & Schutte, has joined the staff of Smith & Hemenway Co., New York, and will represent the latter firm in Canada.

Goderich, Ont.—Robt. Craigie, who was employed by C. C. Lee in his hardware business for several years has returned to town and taken charge of the Howell Hardware Co.'s store.

FROM THE LINE-O'-TYPE COLUMN OF THE CHICAGO TRIBUNE.

"Next!"

(Announcement by a Chicago concern.)

"We are compelled to withdraw all prices on brushes, owing to the fact that our supply of bristle has been cut off.

"Gerts, Lumbard & Co."

A Cure for the Price-Cutting Evil

Suggestion to Combine Price-cutting Reform with Cash System as Chief Objects of the New Get-Together Movement.

An authorized interview by a Hardware and Metal representative with W. J. McMurray, of Cole & McMurray, Niagara Falls North, Ont.

I SHOULD like to see something done along the lines suggested in the article by W. H. Davison in the June 27 issue of Hardware and Metal, particularly if such a movement would do away with price-cutting. I find that this evil works even greater hardships than loose credits do on most of us hardwaremen. Once started, price-cutting is like a snowball, gathering both bulk and speed as it travels on down the business hill.

The modern shopper, the fellow who goes about pricing some small article from store to store, is our curse, and we should do all we can to discourage the practice. He can easily misrepresent the true condition of affairs and make it appear to one dealer that his opposition is shading prices or vice versa. Naturally the victim, if he is foolish enough to believe everything that he is told, will drag his own price down, more from a feeling of natural resentment than from any idea of benefiting his own business.

The most inveterate price-cutter knows that he is committing business suicide when he falls into the habit; but for the sake of "getting even" he will become a victim to that habit. But once started, it is like any other bad habit; it grows, and in time becomes very hard to shake off, and the longer that operation is delayed the harder the casting out is, for once it is actually started on small and low-priced articles, retaliation occurs in other and higher-priced lines, until all is chaos. Unfortunately, the harder the times, the more general the price-cutting habit appears to become, and I'll warrant that there is more of it being done right now both amongst retailers and jobbers than at any time in the past few years.

I had a very good illustration of the work of the shoppers' fine Italian band just recently. A man came to me for an 18-foot length of garden hose, and asked for a lower price because I happened to have a piece of that length in stock. He took it for granted that such an odd piece was out-and-out waste for me. I gave him a price that allowed for a difference of four cents between cost and selling price. He claimed to have got prices which, as near as I could figure only allowed for a 3-cent difference in one case and a 1½-cent difference in the other between cost and sale. In the latter case the 1½-cent could not be expected to cover overhead and selling costs, so that it was pure charity on the part of the dealer. However, I told him that I was sorry, but that I could not sell at such prices, so he got his hose elsewhere.

That and many other similar experiences, combined with the knowledge that many other dealers are undergoing the same experience, leads me to believe that if it were properly engineered, something might be done to do away with so lamentable a condition.

I think that most of us have heard from travelers and others of the ideal condition that exists in the hardware trade in towns where there is no price-cutting. Such being the case, and envious as we are of such a "Get Together" spirit, it appears to me that they offer a good working plan for the rest of us to model from. I am sure that no outlay, no red tape, nor cumbersome association machinery will be required. It will simply be a case of indulging in a little of that "Get Together" spirit that has saved the financial lives of thousands of other business men, besides having instilled in them a broad-minded tolerance of their opposition in place of their former narrow views.

HARDWAREMEN AT THE WAR.

We received a suggestion this week that an honor roll be drawn up of men who have gone to Valcartier, and who will later be on the firing line. We invite our readers to aid us in making this roll by sending us names of clerks, managers, proprietors, travelers, and any connected with the making, selling or handling of hardware and metal, who have volunteered for service. Here are one or two:—

Sergeant A. R. Randall, of Lewis Bros., Ltd., Montreal, Sales Dept.

Major W. A. Mitchell, Kingston.

Sergeant E. McIntyre, in charge of Lewis Bros., Montreal, motor trucks.

L. C. Suboule, Lewis Bros., financial dept.

John Drummond, clerk, W. S. Piper, Fort William, Ont.

Gerald Morse, Miller-Morse Hardware Co., Winnipeg.

Col. R. W. Paterson, managing director, Winnipeg Paint & Glass Co.

VOLUNTEER FOR SERVICE.

St. John, N.B., Aug. 28.—In addition to the names of hardwaremen from St. John published last week as having volunteered for the defence of the Motherland, some for foreign service and others in the home detachments, other names must now be added. Although he received only half an hour's notice, R. A. McAvity, of the staff of T. McAvity & Sons, King street, holding the office of quartermaster captain in the 62nd regt., St. John Fusiliers, immediately prepared himself and went along with the volunteers from that unit for overseas service, to Valcartier. Just what rank he will be given there is unknown.

Another member of a hardware house staff, Allan Leavitt, who for some years has been head shipper with the firm of W. H. Thorne & Co., also left this week for foreign service, as lieutenant, second in command in the Canadian Signalling Corps. Mr. Leavitt is a veteran of South Africa, where he saw service in several thrilling engagements with the first contingent, and was also selected as one of the Canadian coronation representatives at the crowing of King Edward VII.

INQUIRIES FOR IRON AND STEEL.

Cleveland, Ohio, Aug. 27.—The Iron Trade Review to-day says:—Inquiries for almost all kinds of iron and steel products are coming to American manufacturers from many foreign countries. Inquiries for structural steel come from South Africa, India and the Straits Settlements. Buyers of billets in Scotland, England and other countries are investigating the United States market. One Eastern company has inquiries for sheet bars from Great Britain and billets from Italy. Some of the inquiry is for material which would be clearly contraband, such as 40,000 gun barrels and light plates personal armor, the latter for use in Austria. Christiana, Norway, is inquiring for seamless tubes. Little business with foreign countries has as yet resulted, owing to the uncertainty as to ships, exchange conditions and other complications.

The ferro-manganese situation is not so serious as it was, and some shipments are expected to arrive from England at an early date. Prices of manganese ore have advanced sharply.

New Hardware Goods

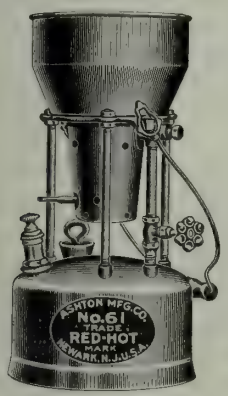
Offered Canadian Hardwaremen

INDESTRUCTIBLE FIRE POT.

The Ashton Mfg. Co., of Newark, N. J., makers of the Red-Hot line of torches and fire pots have recently placed on the market a new improved coil fire pot.

The makers claim this fire pot is made to withstand hard usage and is said by the makers to be practically "indestructible." The chief features embodied in the construction of this new tool are as follows:

The tank is made of heavy seamless drawn steel, coppered inside and out with all fittings and bottom welded in (not soldered), which makes it leak-



Ashton Mfg. Co. Indestructible Pot.

proof. It is fitted with extra large filler plug and funnel-shaped inlet which prevents loss of gasoline in filling. The top plate and upright rods are made extra heavy and all valves are fitted with packing nuts which prevents leakage. The shield is made of one-piece seamless drawn steel.

The coil is made of extra heavy steel pipe and is free from scale or sediment. The air pressure is supplied with an automatic brass pump with double spring check valve, enabling the operator to easily and quickly obtain a steady blue flame. This fire pot is also made with rubber bulb instead of pump for those who prefer same and is guaranteed by the maker to work perfectly inside or out doors in severe winter weather.

UNIT SHELVING.

Art Metal Construction Co., Jamestown, N.Y., have recently added to their art metal line the unit shelving, here illustrated. The company has for a long time been manufacturing shelving on special orders but in future will carry Unit shelving in stock. The makers claim that Art Metal steel shelving is better for all purposes than wood shelves because it is space-saving, easily cleaned and therefore sanitary, cannot burn and does not decay. The shelving is shipped Knocked-Down, and is really erected according to directions furnished with each shipment.

Necessary bolts and screws are supplied with each shipment. Two sizes are kept in stock, 14 and 24 inches overall. The actual depth of shelves is 13 inches and 23 inches respectively.

The uprights are beaded at front edge to a 5/8 inch round; made in both depths in 87 5/8 inch, 95 5/8 inch, and 119 5/8 inch heights, and 35 5/8 inches high in the 24 inch depth (to stack on "Art Metal upright units, making height 87 5/8 inches including the units). Uprights are punched to permit adjustment of shelves every half inch. Uprights 24 inches deep have three vertical rows of adjustment holes, giving deep shelves six points of support. Uprights are reversible, so that an upright can be used for either side of a double-faced stack.

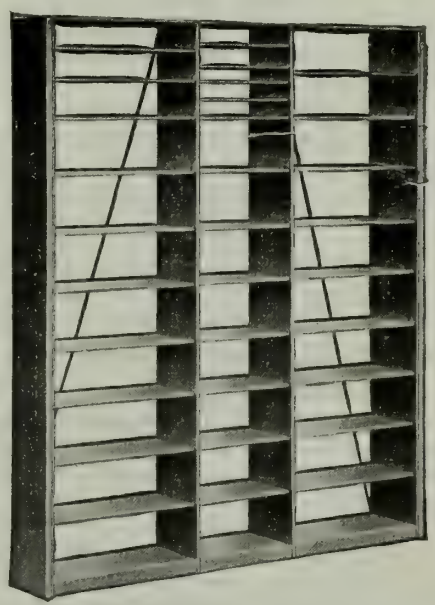
Optional ends are made in the same sizes as uprights and have 1 inch wide flat fronts. They are also reversible.

Shelves have 3/4 inch square fronts and 3/4 inch upturned rear flanges, and are furnished in four lengths of each depth; 18 inch, 24 inch, 30 inch and 36 inch. Shelves 30 inches and 36 inches long are reinforced underneath by longitudinal channels. Shelves are flanged down at ends, these flanges punched for fastening to uprights. Fastening is by bolts, except where both sides of the upright are not accessible, as where the upright is next to an upright unit or a wall, and then shelves are fastened by screws instead of nut-bolts. To provide for this, there is required on such uprights a screw strip for each vertical row of holes in the upright. Screw strips are screwed or bolted to the outer surface of the upright before the upright is placed in position. Optional ends have screw strips welded on, and screw strips need not be ordered for uprights to which optional ends will be fastened.

High base shelves required at floor line, have a base 3 inches high; are furnished in both depths, in same lengths as shelves. Each base shelf has side flanges which slip into lugs on the upright, requiring no bolts for fastening.

Low base shelves are used on top of upright units, and have a base 1 1/2 inch high; are furnished in 24 inch depth only, in same lengths as shelves.

Optional backs are made in four heights, same as uprights and in four widths of each height, to correspond with shelves. They are bolted to flanges on rear of uprights. When stacks are double-face, optional backs are placed



Art Metal Unit Shelving.

between contiguous uprights, and bolted to both uprights, the same backs serving for both lines of shelving.

The shelving can be furnished in various finishes. Circulars giving further particulars will be mailed on request.

ATKINS THUMB PROTECTOR.

The E. C. Atkins Co., Indianapolis, Ind. and Hamilton, Ont., announce that they have just designed and patented a thumb protector which is adjustable to any style of hack saw frame. The makers claim that heretofore every attention has been given to the shape of the frame, the handle and other construction and the opposite end of the blade has received but little attention. The makers believe that the new invention will interest all using or selling hack saw frames. The device is said to sell at a popular price.

Current News

Handling Tires.

Wells & Emmerson, Port Arthur, Ont., have commenced to handle automobile tires.

Personal Notes

Mr. Herbert Seybold, of the Starke-Seybold Hardware Company, is in Toronto attending the Exhibition.

Damage by Fire.

A fire at the Carleton hardware store, Ottawa, did $600 worth of damage on August 29.

Secured Contract.

Mt. Forest, Ont.—J. P. Noonan has secured the contract for heating and ventilating the Mt. Forest High School.

New Firms.

J. F. Burnett has opened up at Vedora, Sask.

J. W. Haggerty has started a new hardware store at Calgary.

Going Out of Business.

Vancouver, B.C.—Lattimer & Blott, announce that they are going out of business, and are conducting a selling out sale.

A Demonstration.

The Lucknow Hardware and Coal Co., Kincardine, Ont., are demonstrating a contrivance for gas made from oil as fuel for a stove. It is the invention of a Stratford man, and this hardware company has secured the right to make and sell in Bruce County.

Open Warehouse.

Port Arthur, Ont.—The Inter-City Oil Company, of which John J. Kelly, of this city, is president, and Philip Weishar manager, have opened a wholesale warehouse on May Street. The new company represents the Continental Oil Company of Winnipeg in the twin cities and district.

David Purvis Dead.

David Purvis, for a quarter of a century in the hardware business at North Bay, Ont., died on Tuesday, September 1, and was buried Thursday. He was formerly in business at Barrie, Ont., with his brothers James, but 25 years ago they started out in search of richer fields, David settling in North Bay, and James in Sudbury. David Purvis was mayor of North Bay in 1905 and 1906, and was 68 years of age.

Business Changes.

Baker Bros., Yellow Grass, Sask., have dissolved. J. C. Baker continues the business.

Moran & Girouard, The Pas, Man., have dissolved. J. O. Girouard continues.

The Halpenny Hardware Company, Calgary, have sold out.

Ross Rifle Co. Enlarge.

The plant of the Ross Rifle Co. at Quebec will be enlarged. This move is deemed necessary because of the big demand for the Ross rifle since the war broke out. The factory is being taxed to its utmost at present, and the plant as it now stands is inadequate to cope with the situation. Work has started on the new addition, and will be rushed as quickly as possible to completion.

Inquiries for Steel.

J. H. Plummer, of the Dominion Steel Corporation, says that many inquiries are being made and negotiations pending, out of which a fair amount of business may be expected. "Most prospective purchasers," said Mr. Plummer, "are finding the question of finances to be the most serious obstacle in arranging for new business, but we are hopeful that this may be overcome, at any rate to a sufficient degree to secure some further orders."

Canadian Zinc.

Six mines of Kootenay and the Boundary during July shipped 1,623 tons of zinc ore to the zinc smelters in the United States. A year ago only one mine of the district was in the zinc shipping list, the Utica, which shipped 40 tons. During July of the present year the mines shipping were as follows:—Standard, 777 tons; Hewitt, 138 tons; Slocan Star, 468 tons; Rambler Cariboo, 168 tons; Utica, 40 tons.

Page-Hersey Picnic.

Four hundred employees of the Page-Hersey Iron, Tube and Lead Co., Welland, went with their wives and families on August 22 to Port Dalhousie, Ont., for a day's outing. There they were met by a delegation from the Toronto office staff. During the day a baseball game was held, the contestants being chosen from the office staff, and from the producing staff from Welland. The score was 9 to 9 at the end of five innings .

Death of G. M Collins.

Toronto, Ont.—The death occurred at Toronto recently of George M. Collins, manager of the Collins Manufacturing Company. He had been ill for some time and recently underwent an operation at the General Hospital. He appeared to be greatly improved after the operation and was well on the way to recovery, when he was seized with a relapse and died of heart failure.

The late Mr. Collins was born in Oxford County, near Ingersoll, 64 years ago. He came to Toronto about 30 years ago and was well known here.

Canadian Pig Iron Production.

The production of pig iron in Canada in the first six months of 1914, including ferro-silicon and ferro-phosphorus, amounted to 442,430 gross tons, against 469,137 tons in the last half of 1913, a decrease of 26,707 tons, or nearly 5.7 per cent. In the first half of 1913 the output was 545,981 tons. Comparison of the output in the first half of 1914 with the output in the first half of 1913 shows a decrease in the first half of 1914 of 103,551 tons, or over 18.9 per cent. Of the total in the first six months of 1914, 433,733 tons were made with coke and 8,697 tons were made with charcoal, electricity, etc.

Industrial Notes

The Renfrew Machinery Co., Ltd., Renfrew, Ont., have been authorized to increase their capital stock from $250,000 to $1,000,000.

Leeks & Potts, Ltd., have been incorporated in Ontario to manufacture glass products, with headquarters at Hamilton, Ont.

A by-law to grant a fixed assessment of $10,000 for ten years and a five-acre site to the Marathon Rubber Co. of Akron, Ohio, to establish a $50,000 factory on Vine Street, near the Welland Canal, was carried last Monday by the ratepayers with a majority of 520. Less than half the votes on the list were cast, and only 125 were recorded against the measure. At least 100 men will be employed on the new plant at the start.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The market situation has not shown any radical changes, but any change observed has been for the better. No trace of panic is now noted, and on the whole business is settling down to a normal basis. It is significant that reports received indicate a degree of satisfaction with collections. It cannot be said that the present demand in the hardware market is large, but under all the circumstances it is eminently satisfactory. Most buyers are ordering in smaller bulk, but oftener, which of course means more handling and a smaller profit all around. Reports with reference to the stove demand are reasonably good, and it is not unduly optimistic to predict that a strong fall demand will be felt. Some price changes have occurred during the week, mostly in an upward direction, but the market has been steady on the whole. Metals have remained steady during the week.

MONTREAL, Aug. 3.—Conditions appear to have been fairly well adjusted to the present state of affairs, and a further settling has been noted during the week. Some further price changes are announced but they are not of a very important character and the trend of the trade appears to keep the quotations as near the old basis as possible, so long as stocks last. Many advances may be looked for when the wholesalers come to the place where they have to restock but these will come gradually. Business in the country is normal and altogether satisfactory, but the same cannot be said of city trade, although in view of the general conditions prevailing the hardware business is in comparatively good shape.

Metals.

Business in heavy metals is very quiet and the speculative interest which had the effect of putting the market up in the United States is now apparently taking consideration of the fact that the consuming power of the country is greatly reduced. Prices during the week have generally remained firm, although tin has been reduced and in several lines there are small increases.

Tin is now being quoted at about 45c to 48c, and this has resulted in further changes in the price of solder. Present basis is:—Commercial 25c, half and half 27c; 50-50 30c, wire solder 32c, and wiping solder 25c.

Antimony has not changed during the week and lead pipe maintains its new position at 7½c with 2½ per cent. off and lead wastepipe at 9c with 2½ per cent. off. Zinc is being quoted by one firm locally at 9c in casks and 9½c in part cask orders, and another house announces an increase of 5c on Canada galvanized plates and 35c on charcoal terne plates.

Iron is on the same basis, and nails, screws and rivets have not changed.

Rope and Twine.

Situation for rope and twine is very firm, and further adjustments in price are noted. Russion hemp is up 1c; Russian tarred bolt rope and tarred ratline both down ½c, and jute rope up ½c. Russian hemp is now 17c; Russian tarred bolt-rope 18c; Russian tarred ratline 17c and jute rope 12½c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 feet to pound, 11c; standard Manila, 550 feet to pound, 9¾c; standard, 500 feet, 9¼c.

Glue Has Advanced.

An advance in the prices of glue is announced, covering a range from 1c to 3c a pound.

Situation for cotton twine is easier and the fact that some prices have been withdrawn indicates an adjustment downward rather than upward.

Wringers are advancing on account of the high prices prevailing for rubber, but, while it is announced that there are new discounts, the adjustments have not been made as yet.

Higher prices are looked for almost immediately on paint brushes on account of the scarcity of bristles which are largely imported.

These May Go Higher.

Figuring the relation of the American markets there are likely to be higher prices for wire nails, barbed wire, fishing tackle of various kinds as well as paint brushes.

Fall Lines Moving.

A satisfactory movement of fall lines to country points is noted. The hunting season is now opening and business has been about up to normal. There is some inquiry for skates and the demand is expected to be brisk, as with the imported models out of the market, there is bound

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Ingot Brass, red	12
Ingot Brass, yellow	10
Wire Solder	35-37
Wiping Solder	27-30
½ and ½ solder	27-30
Pattern Aluminum	25
Ingot Aluminum 99% pure	25
Spelter	6
Copper	14
Tin	50-55
Lead	500
Tinkers' Bar Solder	35-37
Antimony	25

to be a scarcity. Some orders have been placed for carriage heaters and there is a brisk demand for lanterns, horse blankets, cow ties and similar lines.

Stoves and Tinware.

Satisfactory improvement in the demand for stoves is noted and one firm reports that the season will not be far from normal so far as can be judged at present. There is a strong demand continuing for furnaces. Advances in tinware prices are holding firmly, despite reduction in cost of raw material; in fact, greater price increases would be warranted.

TORONTO.

TORONTO, September 3.—Opinions vary as to business conditions. There are jobbers who declare business very bad, while others insist that, in the country especially, things are good. August is always a quiet month for hardware, but with the advent of September a marked improvement should be felt.

A local firm has learned of the arrival of a large consignment of zinc from Belgium which was shipped on the eve of war. Insurance and freight rates were high, but they were fortunate to secure it in view of the scarcity of zinc. When supplies of German goods have been exhausted, American goods will be substituted. Importers usually make their prices high enough to keep Americans out of this market, so that it is not likely that prices will be higher, especially as American manufacturers are unable to export to Europe. This is not true in the case of glass, which is now being supplied by American factories at higher prices.

Wire and Nails.

There has been an advance of a dollar per ton in the United States on wire, but the base price here is still $2.20. Steel prices do not seem yet to have been materially affected. Nails are firm at $2.25 base, although the demand is poor following the curtailment of much building. Screws are moving fairly well, and prices might advance.

Metals Steady.

Prices of all metals remain the same as last week. Tin is quoted at 45 to 47 cents, copper at 13½ to 14, and lead at 5¼c. No large sized orders are being placed, but smaller ones are more frequent.

Enamelware.

The demand for enamelware is only moderate. German and Austrian goods are still on the market, and stocks are big enough to supply for three months. Canadian manufacturers will be compelled to limit their supplies of whiteware owing to the scarcity of oxide of tin, which is used to make the white coating. Present stocks will be disposed of at regular prices, and colored lines substituted later.

Stoves and Heaters.

Dealers are exercising care in their purchases of stoves for the Fall. Several were questioned this week, and stated that stocks were light and crops good; that if business was not brisk it would be because farmers were afraid to spend their money. Cooking ranges are moving best, only a few orders for heaters coming in. The latter should move quicker in a month. Oil heaters are going well, and should sell owing to the comparatively low price of coal oil. Boilers and radiators are moving better than anticipated, no orders having been cancelled, which seems to refute the statement that large building operations have been suspended. Local factories are employed pretty much the same as last year. Collections are reported as good.

RAZORS AND THE ARMY.

If the members of the Canadian contingent get into a hand-to-hand tussle with the Germans it may come to using razors. However, when the department of militia decided to supply every man with a shaving knife it is not likely that they had this in view.

The fact that soldiers shave has meant business for the cutlery houses. And the razors which the Canadian soldiers will carry with them to the front will not bear the mark "MADE IN GERMANY." It was noted throughout that in making purchases the German goods were passed over.

Orders of this size have had the effect of reducing stocks of razors considerably, but the stocks can be replaced in a comparatively short time with English goods and the trade is not worried over the fact that the Government would not take the German goods, for it would be impossible to replace them.

In addition to the razors the Government has made heavy purchases of horse brushes, curry combs, horse blankets, clippers, shovels, shaving brushes and soap, razor strops, cheap knives, forks and spoons, etc., as well as revolvers which were bought in large numbers.

It is reported that the Government purchases were pretty well distributed throughout the trade, and individual orders were placed as high as 1,000 dozen razors, many of the firms being cleared out of English lines. Prices are said to have been made close, and for razors the figures were $7.00 to $9.00 the dozen.

Oil.

Castor oil has advanced 2c, no doubt because of the embargo placed by the British Government. Lamp oils are beginning to experience a brisk demand with the approach of fall. The following prices prevail: prime, 14½c; Royalite, 15 and Palacine, 17½.

Cordage.

Russian hemp has advanced to 17c lb on ⅝ and over basis, with same advances for small sizes as Manila rope. Jute rope is up 1c, and oakum, plumbers' (spun), is up to $3.80.

Chemicals.

Among chemicals which have advanced during the week are nitrate of potash, alum, sulphur, and salts. Nitrate of potash, which was selling at 6¼c, is now quoted at 17c. Sulphur is affected, because it comes from Italy.

Toronto Price List of Window Glass in Cases.

	16 oz.	21 oz.
Up to 25	$4.25	$ 6.25
26 to 40	4.65	6.75
41 to 50	5.10	7.50
51 to 60	5.35	8.50
61 to 70	5.75	9.75
71 to 80	6.25	11.00
81 to 85	7.00	12.50
86 to 90	7.75	15.00
91 to 95	...	17.50
96 to 100	...	20.50
101 to 105	...	24.00
106 to 110	...	27.50

Discount: 10 per cent. singles; 15 per cent. doubles; 40 per cent. cut sizes.

LONDON.

LONDON, Sept. 1.—The business situation here shows some improvement this week. The nearness of the Western Fair and with it the beginning of fall trade is having a good effect. Many of the merchants are working on their exhibits at the fair grounds now, and are making extra efforts to have them even more attractive than usual.

Prices remain firm.

Glass has advanced to 10 per cent. off on single dia. and 15 per cent. off on double dia., making net price:—

	Single case.	Double case.
Up to 25	$3.83	$5.32
26 to 40	4.19	5.32
41 to 50	4.59	6.38
51 to 60	4.82	7.23
61 to 70	5.18	8 29
71 to 80	...	9.35
81 to 85	...	10.63

86 to 90	12.75
91 to 95	14.88
96 to 100	17.43
101 to 105	20.40
106 to 110	23.38

Single lights, 40 per cent.

Demand for cutlery is good, especially English lines.

Nails.

Wire	$2.25 base
Cut	2.70 base.

Genuine Hudson apple parers, $6 doz.

Hickory apple picker baskets, $5 doz.

Builders harware is quiet.

Linseed oil remains the same.

	Per Imp. Gal. Raw.	Boiled.
1 to 2 bbls.	70c	73c
3 to 5 bbls.	69c	72c
6 to 9 bbls.	68c	71c
5 gal. lots	77c	80c

Turpentine.

1 bbl. lot	67c per Imp. gal.
2 to 4 bbls.	66c per Imp. gal.
5 gal. lots	74c per Imp. gal.

White Lead.

	Per 100 lbs. Tons.	Less tons.
Genuine Elephant	$8.90	$9.10
Painters Perfect	8.10	8.30
Decorator Blue	8.60	8.80
Tiger	8.60	8.80

Red Lead.

No. 1	$7.80 per 100 lbs.
Genuine	$7.50 per 100 lbs.

Prepared Paints.

$2 per imp. gallon in quarts; $1.95 in half-gallons, and $1.90 in 1-gallon.

Bucksaws.

	Per Doz.
Happy Medium	$4.00
Whiting Pride	5.50
New Century	6.25
Prince Rupert	7.50
Maple Leaf	5.25

Cross-cut Saws.

	Per Ft.
Leader	50c
Maple Leaf Lance	55c
Premier	55c
Racer	58c
Improved Racer	58c
Narrow Racer	45c
Champion	25c

Cross-cut Saw Handles.

	Dozen Pair.
No. 6	$1.25
No. 4	1.45
No. 3	1.80
No. 5	1.80

WINNIPEG.

WINNIPEG, Sept. 2.—Fewer price changes have been noted this week than since the war began. Some of these changes even have been in a downward direction. From what can be learned, however, it seems that great doubt should be entertained as to any future movements in a lower direction. The tendency is still for high prices.

The advance in the harvesting of the crop has not yet resulted in money being put in the hands of the farmer, but reports from various dealers indicate that this wheat money will soon be available for settling accounts. There is every indication that a good deal of liquidating will be done during this month.

Another feature of the market at present is an improvement noted in the attitude of the farmer. He is now apparently convinced that he is to get higher prices for his grains, and also for his cattle. He is, therefore, in a frame of mind where he is willing to buy what seems necessary.

Tin's Heavy Decline.

Metals have occupied a great deal of attention of late. Ingot tin has proved the most sensational product of the week. The price here has dropped so that in Winnipeg general quotations are 45c, whereas tin was being sold in New York a short time ago as high as 72c. During the recession of this week tin has been sold in Winnipeg in ton lots as low as 36c. The amount of this cheap tin coming in, however, has not been great.

Exactly what has brought about the decline in tin is somewhat hard to say. For military reasons the Government in London has placed an embargo upon tin, so that none is coming from that source. A movement is on foot in Canada to get this embargo lifted as far as Canada is concerned—the Dominion being a part of the Empire. Such action has, however, not yet been taken.

The Explanation.

Yet in spite of the fact that Welsh tin is cut off, and that little or none is coming from Singapore, a spectacular decline has taken place. The most probable explanation of this is that when war was declared the visible supply of tin in New York amounted to only 480 tons. After the price climbed to 72c, however—forced up by the very fact of this scarcity—an invisible supply of 2,400 tons was thrown on the market—not so much by speculators apparently as by manufacturers, who had intended to turn the tin into a finished product, but who, because of the rapid advance, saw a better chance of profit by selling as tin.

An Advance Likely.

There is a great feeling of hesitancy on the part of metal workers to suggest what the future will be. All, however, appear to agree that 2,400 tons, after all, is a small amount of tin to meet the requirements of a large continent, and that the prices are very likely to advance again sharply before many days.

Copper is slumping to some extent in the United States market because of inability there to ship the product to the warring countries. This week it receded ½c per pound upon the primary market. Some producers of copper are arguing that this product rose tremendously in price during the Civil War and during the Franco-Prussian War, and that it may be expected to do the same at present. Conditions, however, seem different, and with the United States producing so largely, and their market greatly curtailed, no higher prices should be expected.

Zinc Goes Up.

American prices of zinc have risen ½c since last week. Belgium zinc being practically off the market, has resulted in Spain, Portugal and England buying spelter in the States in order that they may keep open their galvanizing works. The sequence has naturally been higher prices.

Despite the heavy drop in tin, no reduction in solder has been made as yet. If much of this cheap tin is brought on the local market, solder will go down, but such a contigency does not seem likely.

Paint manufacturers are standing by their determination to hold prices at their present level as long as possible. They will almost certainly be forced to make advances after the new year, but intend to keep the present quotations until then if this is feasible.

Big Call for Glass.

Glass, too, is being held at the old figures. Fortunately the supply is very good, and while wholesalers of this will almost certainly have to pay more for their new stock, they are selling what they have on hand at a fair profit over what they paid for it, and not taking advantage of the rise in the market.

The demand for glass is exceedingly large. One Winnipeg house states that their sales of this commodity are much greater than they have been previously. There seems no doubt that dealers realize that they cannot get any better price—and that they will very likely have to pay more before long—and so are covering their requirements at once.

STANDARD IDEAL CO. VOLUNTEERS.

It is announced that Mayor H. T. Bush, of Port Hope, who is president and manager of the Standard Ideal Works there, is considering the formation and equipment at his own expense of a company of volunteers for overseas service, to be recruited exclusively from the employees of his factory. The announcement of this liberal and patriotic offer has stimulated local enthusiasm.

Paint Department

Opening the Fall Paint Campaign

Suggestion for Paint Display Showing How a Battleship Can be Arranged by Using Paint, Enamel, and Varnish Cans, Spigots, Etc.

THE war fever has swept the country. The people are reading war news; they are looking at war pictures. Merchants have no desire to capitalize the public spirit for commercial gain at the present time, but the fact remains that the average retailer on a basis of dollars and cents is paying heavily for his windows through the proportion of the rent which a good front in a good location represents. In a time like this it is up to the merchant to display his windows in a manner which will attract attention—in the hardware business there are a number of ways in which this can be done.

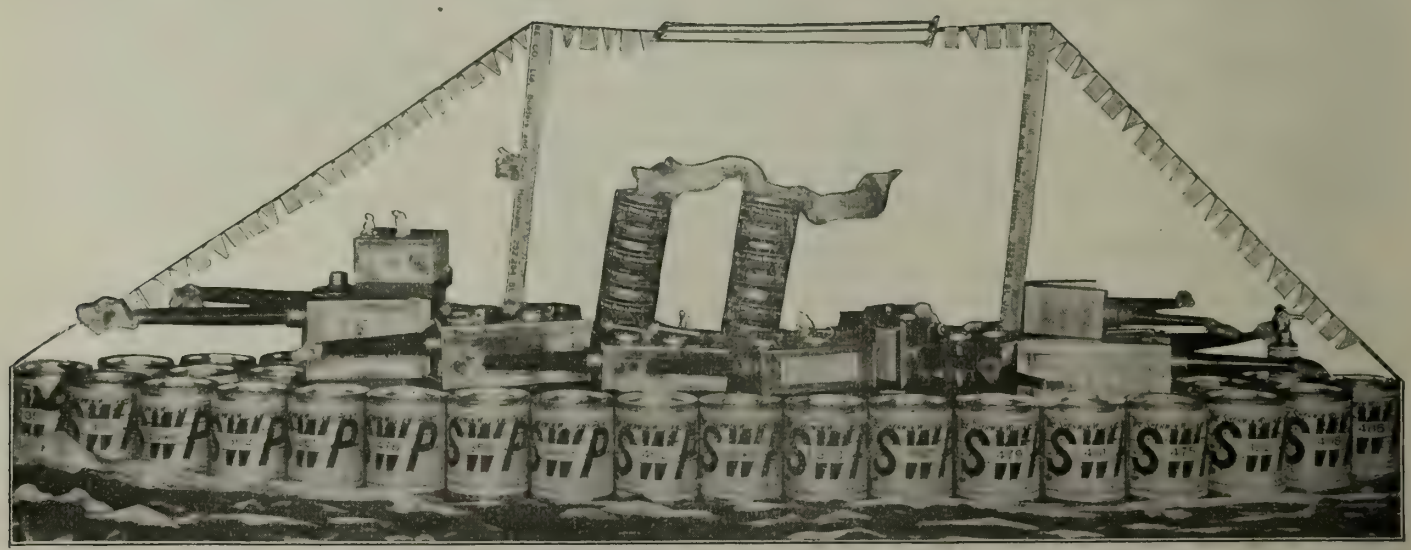
Hardware and Metal a couple of weeks ago showed a battleship window which was arranged in Montreal, and a week later one which was arranged at Vancouver. Here is illustrated another warship model which can be arranged from stock lines with very little expense. The model can be constructed in the course of two or three hours by any clever clerk, and at this time it is certain to attract considerable attention and prove a good opening attraction for the fall paint campaign.

The hull of the model is constructed of quart packages, which are all faced in the same direction. Pint and quart varnish tins are made to represent the turrets, and these are supported on larger and smaller cans. The guns are ordinary spigots, which are fitted into the varnish tins; in this case empty tins were used, but in the event of only full tins being available, the spigots could be attached with fine wire. Yard sticks represent the masts, and they are set at a

(Continued on page 56.)



Paint display in the store of the Wall Hardware Co., Roncesvalles Ave., Toronto, in which a cleverly arranged battleship is the centre of interest.



Suggestion for window display featuring a paint battleship.

This is the Paint

That Puts Profit in your Purse

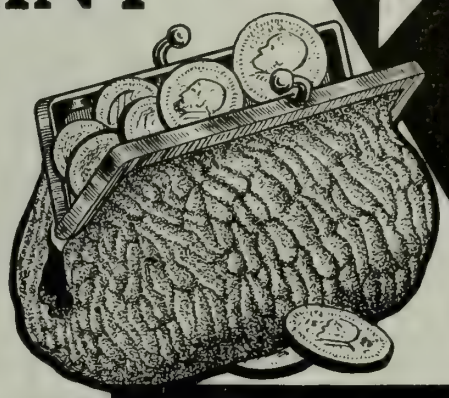
MARTIN-SENOUR 100% PURE PAINT & VARNISHES

100% PURE PAINT



Makes your standard **PURITY.**
Purity means Service and Satisfaction.
Satisfaction means Increased Business.
Increased Business means More **PROFIT.**

The **MARTIN SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO



DRY COLORS

of Every Description

BLUES, GREENS, REDS, YELLOWS, SCARLETS, PINKS

MADE IN CANADA

BY

The Allan Munro Color Company, Limited
Montreal

Weekly Paint Markets

MONTREAL.

MONTREAL, Sept. 3.—The week finds little change in the situation so far as the paint trade is concerned. Conditions are very uncertain and there has been little in the nature of a settling influence further than the fact that business seems to be getting more used to war and war markets. Business is only fair, considering all the circumstances. The country trade has been holding up comparatively well, while the chief falling off has been in the larger centers, but now the rural demand too is beginning to show the effects of smaller consumption.

Prices for the more staple commodities entering into the manufacture of paints show little change since last report but prices are very firm on the recent advances and orders are only being taken for immediate delivery. The chief trouble for the future will be with regard to colors and chemicals in which the prices are subject to almost daily changes; the makers have pretty good stocks on hand, but what will be done when this supply is exhausted is problematical.

Linseed Oil.

The market for linseed oil is subject to almost daily changes. To-day in the trade a quotation was given of 63c and 66c for single barrels, while another firm made this a price for five barrels with singles a cent higher. The refinery price for spot is 62c for raw and 64½c for boiled.

Lead and Zinc.

Lead market continues firm with few orders being accepted for future delivery. Basis $8.65 and $8.45; latter figure for ton lots. Red lead is strong at the high figures quoted—$7.75 to $8.25 according to quality. Zinc demand continues firm at advances.

Dry Colors and Chemicals.

Trade reports impossibility of giving prices for dry colors and chemicals; changes come so rapidly that it is hardly possible even to keep travellers posted. When present stocks are exhausted no one can foretell the future. Increases from 11c to 75c and from $6 to $56 give some indication of what may be expected; generally speaking, there have been advances on some lines of 25 per cent to 300 per cent and 400 per cent.

Turpentine and Oils.

Demand for gasoline and benzine is only fair and turpentine continues easy with quotations in the trade at 65c to 67c. Commercial oils are in good demand and orders for the spring business are said to be coming along as usual. Refiners' quotations are:—

	Gasoline	Benzine	Turpentine
Single barrels	18½c	20c	65c
Steel and drums	16½c	18c	62c*
Tank wagon	14½c	17c	...

*5 bbls.

Glass and Putty.

Glass situation is firm on advances of a week ago. Belgian imports are cut off and manufacturing cities are in centre of turmoil. Putty is firm on higher prices and there is no improvement in the outlook as regards the whiting supply.

TORONTO

TORONTO, Sept. 3.—The paint market has been rather saggy during the week, though no changes in price have occurred. Manufacturers make no predictions. Lead, zinc, many dry colors, chemicals and dyestuffs, which are imported, are hard to secure. Prices on red lead, dry white lead, green seal zinc, red seal zinc, orange mineral and lithage are hard to secure, fluctuations taking place so frequently. Gold leaf prices are up a dollar a pack, being imported from Germany.

Turpentine sells at 67c, but nobody knows what it will do. Arrangements have been made to close works in the Southern States to keep the market right for next year. This is being done by the producers to safeguard themselves.

Linseed Oil.

There has been considerable cutting of linseed oil prices during the past two weeks, but very little selling. In order to induce business, prices have been cut 5c, which means that jobbers are selling at less than they bought it. Reports from the West state that the flax crop this year instead of being 16,000,000 bushels will be less than half. If this is true, linseed oil will be higher in a month than it is to-day. The following are new prices:

	Raw.	Boiled.
Single barrels	65	68
3 to 5 barrels	64	67
6 to 9 barrels	63	66

White Lead

Prices of white lead have not changed, and dealers do not care to book orders ahead. The market looks strong since the Government placed an embargo on it. Manufacturers say it is idle to quote prices, as they are only guaranteed from day to day.

Putty and Glass.

Putty prices are firm owing to recent advance in whiting. Prices for Standard, bulk in casks, $2.55; 100-lb. drums, $2.75; 25-lb. drums, $2.85; bladders, in barrels, $3.05. Whiting is quoted at $1.50 for plain in barrels, and prices are liable to change any day.

Supplies of window glass having been cut off from Belgium, local brokers have raised their prices, the claim being made that American manufacturers cannot supply the demand except at an advance. Discount on singles is now 10 per cent., and 15 per cent. on doubles. They were formerly 20 and 25 per cent. respectively. Discount on cut sizes is now 40 per cent. Advances in plate glass seem to be inevitable.

FALL PAINT CAMPAIGN.

(Continued from page 54.)

slight angle, as are the funnels, which are formed by piles of pint enamel tins. The "wireless" is made with fine cords, while the flags and pennants were made of white paper cut out in different shapes and colored with crayons. The realistic smoke is simply some wisps of cotton batting cleverly affixed to the end of the spigots and to the top of the enamel tins representing the smoke stacks. The sailors are small figures cut from the advertising material of one of the big paint firms and cut out after being pasted on cardboard. The anchor is also cut out of cardboard and covered with ink. The wave effect is ruffled cheese cloth.

There are many other details which can be worked out by the clerk with a little inventive genius—and it will be found that the attraction which the window holds for the public is quite well worth the effort.

Something You Get For Nothing

Do you realize that every dealer who sells

BRANDRAM'S B. B. GENUINE WHITE LEAD

gets for nothing all the benefit of a reputation gained in over 150 years' successful use by painters everywhere?

This is not a small item. The reputation of Brandram's B. B. Genuine has been built up by generations of honest, painstaking work. It is known all over the world as a White Lead of sterling merit, and a reputation such as this is a selling force of tremendous value; it creates a steady demand that brings in orders regardless of any effort on the part of the dealer.

Consult your own knowledge of the business, and you will admit that all we say is so; then write us for details and get your share of the benefit of a reputation that has been growing over 150 years.

One thing you can be sure of: B. B. Genuine White Lead is a perfectly sound proposition; one you cannot go astray in tying fast to.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 25c
Pattern, lb. 25c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5 Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's 20 00 22 00

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys' " Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal.	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 12
Ingot, Yellow, lb.	0 13	0 10

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)	3 50
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	8 15
10 inches, 8 oz.	8 25
10 inches, 10 oz.	10 50

In 100-yard lots.

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.	
1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English	17 00	21 00
Fire brick, Am., low.	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

	Per case.
Soclean Sweeping.	
4½ lb. size, 2 doz. in case.	4 50
8 lb. size, 2 doz. in case.	7 20
17 lb. size, 1 doz. in case.	6 75

COPPER.	Montreal	Toronto
Casting ingot	$15 50	$14 00
Bars, ½ to 2 in.	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4	24 00	29 50

CORD (SASH).

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets.	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.	Apollo	D. Crown	Gorbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	7 40	
I X, Terne Tin		9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 60
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz.
Common doors, 2 or 3 panel, grained only, 4-in. style.	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Fall Painting

Are you ready to supply the increased demand for **Jamieson's Ready Mixed Paints** caused by the fall painting season, which is almost here?

Jamieson's Paints and Varnishes are known all over the country for their absolute purity.

Established 1858.

Owning and operating P. D. Dods & Co., Limited

R. C. Jamieson & Company, Limited

MONTREAL **VANCOUVER**

SEE OUR EXHIBIT IN THE MACHINERY HALL

AT THE EXHIBITION

We Manufacture in CANADA

Support Home Industries



We are Famed for High Quality

Our Babbitt Metals Give Excellent Service

WE HAVE EVERYTHING FOR THE PLUMBER

HAVE YOU RECEIVED A COPY OF OUR NEW CATALOGUE? IF NOT, WRITE FOR ONE.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE AND FACTORY **TORONTO** BRANCH FACTORIES **Montreal, Winnipeg**

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¼
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c. English pattern, 50 per cent. Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	18½	18½
Three bbls. and over	0 18	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.		$7 50
R.W. No. 117 P.D. Hanger, full set		2 75
R.W. No. 321, per doz. pr.		14 40
Stearns wood track. Special.		
Zenith		9 00
Atlas, steel covered.	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, doz. sets.		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—	
Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch.		0 05½
1 7-16 to 3 inch.		0 05

Montreal 40%. Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 00
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 8 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 00
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	750	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 60
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING). Each.

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

MALLETS. Per doz

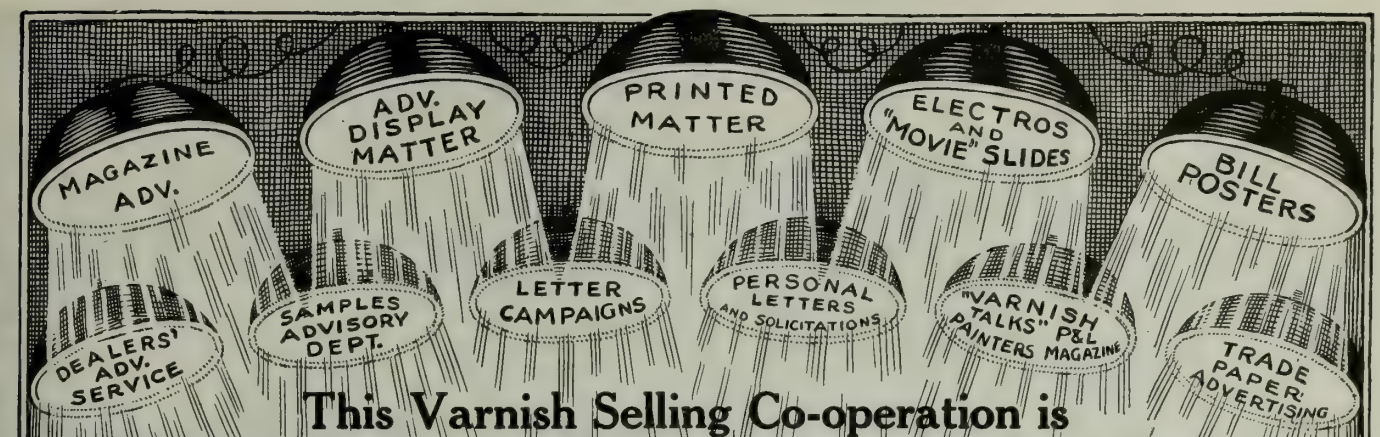
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitæ, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75



This Varnish Selling Co-operation is Focused on the Store of Every Pratt & Lambert Dealer.

FOCUS this varnish selling co-operation on *your* store. Put in a tryout stock of Pratt & Lambert Varnishes. Watch the varnish sales increase. Note the satisfied customers come back for more. Give yourself a gleeful pat on the back a year hence when you scan your profit sheet and realize the handsome figure which the profits on Pratt & Lambert Varnishes have brought. Study the search lights. Compare Pratt & Lambert Varnish Selling Co-operation with the selling assistance which you are now getting, point for point. Consider that these search lights just hit the high spots. *Then write for complete Pratt & Lambert Dealers' Proposition.*

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats..

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1¾-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60%.

OAKUM.	Per 100 lbs.
Best (American)	9 00
U.S. Navy (American)	8 50
Plumbers (spun)	3 65 3 80

OIL.

Can. prime white petrol		0 14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

Per Coil Lots.	
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks	0 16¼	0 17¾
250-lb. casks	0 16½	0 18
100-lb. drums	0 11¼ 0 17½	0 19
50-lb. drums	0 11¼ 0 17¼	0 19
25-lb. drums	0 11¼ 0 17¾	0 19¼
1-lb. pack	0 13¼ 0 19¾	0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins	0 14¼ 0 20¾	0 22¼
½-lb. tins	0 24¼	
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, p. box.	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Size.	Buttweld. Black.	Galvanized
¼ and ⅜ inch.	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
	Lapweld.	
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. "	.107 20	142 40
10"x40 lbs. "	.138 00	183 30
12 inches	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).

Lead pipe, 7½c; 7½% off.
Lead waste pipe, 9c; 7½% off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Baker's	7 50 to 11 00
Baker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40%.
Harold hrdlu mfw m mmmm Galvanized, 40%.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ⅛-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
	Per roll.
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base	0 13
African hemp base	0 13
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 17
Russia deep sea line	
Russia tarred bolt rope	0 18
Russia tarred ratline	0 17
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., bf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS. Per 1,000

Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.

Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.

DID SOMEONE SAY MURESCO?

We wish to assure our friends that not even war can stop us from making Muresco and supplying the ever-increasing demand for the most popular wall finish on the market.

Benjamin Moore & Co., Limited, 4 Lloyd St., West Toronto, Can.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

"KATZ" Hinges

TRADE MARK "KATZ"

Silent Workers and strong sellers

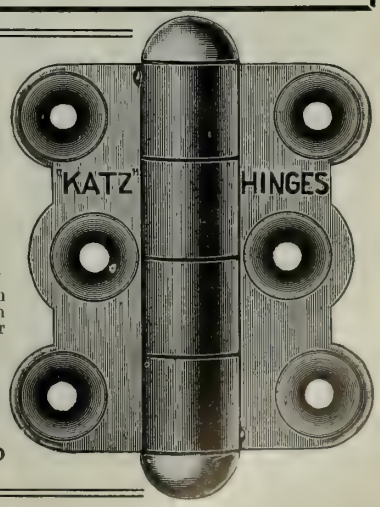
"Katz" Surface Hinges for doors 1⅛ in. to 1¾ in. thick. Steel throughout. Equipped with Ball Bearings. Grease chamber enclosed and lubricates working parts. Alignment guaranteed to hold. Made in three styles



Patented U.S.A.

"Katz" Screen Door Hinges made of wrought steel and equipped with springs completely concealed in steel axle. Made in all regular finishes, and in 3 styles. Send for catalog No. 9.

Lawson Mfg. Co.
215 W. Huron St., Chicago



O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 50	3 75	3 95
22-24 ..	3 70	3 75	4 15
26 ..	3 95	4 20	4 40
28 ..	4 25	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar		0 39
Wire solder, lb...	0 35	0 36
Bar half-and-half, guaranteed	0 34	0 41
Half-and-half, not guaranteed	0 32	0 21½

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING
Acme 0 28
Commercial 0 25
Easy 0 26
Star Extra 0 30
Strictly standard wiping 31

SPELTER.
Foreign, per 100 lbs. 6 00 6 00

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.

	Montreal.	Toronto.
Tin, per lb.	60-70	47

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.
5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in. ...	....	10 25
100 ft. 2½ in. ...	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work, 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse. 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden steel wheel, doz... 32 40
Light garden, per doz..... 22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side ... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins..... 1 00
Tubular steel, 36 ins..... 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees. 40 inches 0 95
Tubular steel lumbermans. 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10.....	2 36
O. & A., No. 11.....	2 42
O. & A., No. 12.....	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.....	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25

Selling Helps on Floor Finishes for this Fall



BEAUTIFY YOUR FLOORS WITH

SHERWIN-WILLIAMS FLOOR FINISHES

FINISHES FOR EVERY KIND OF FLOOR

SHERWIN-WILLIAMS PAINTS & VARNISHES

THE SHERWIN-WILLIAMS CO. manufacture a complete line of Floor Finishes, each particularly suited to a special kind of floor. Each represents the best value in its own particular line and is backed up by the reputation and advertising of The Sherwin-Williams Co.

The above window trimming material will help you to sell more S-W Floor Finishes and will be furnished, free of charge, to Agents and Dealers asking for the Floor Finish Window Trim.

Our Floor Finishes include:

S-W INSIDE FLOOR PAINT—Produces a fine finish on old or new floors.

S-W PORCH FLOOR PAINT—A very tough-drying paint for porch floors, garden walks, etc. Wears well over cement floors with a priming coat of S-W Concrete Finish.

S-W MAR-NOT—The waterproof varnish made to be walked on. Withstands constant footwear, moving of furniture, etc.

S-W FLOORLAC—A durable floor varnish and unfading pigment stain combined, to give an attractive and wear-resisting finish in imitation of the popular hardwoods.

S-W FLOOR WAX—For the finest waxed finish.

S-W CRACK AND SEAM FILLER—To fill up the cracks and holes in old floors before refinishing.

S-W FLOORWIPE—For cleaning and polishing all kinds of finished floors. It restores the original lustre and saves hard scrubbing and rubbing.

S-W FLAXOAP—The finest soap to use for washing floors and all painted and varnished surfaces. It is made from pure linseed oil.

COVER THE EARTH

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

COVER THE EARTH

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 00

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....	0 14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Flooriustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 10 per cent.; discount on double diamond, 15 per cent.; cut sizes, 40 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Double Diamond.
25 in.	$3 75	$ 5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.	....	11 40
95 in.	....	12 50
100 in.	....	16 40
105 in.	....	16 40
110 in.	....	21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS PLATE.

Country discount, 35 and 5% off list.

City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..	$9 15	$ 8 65
"Anchor," pure	8 65	8 55
Brandram's B.B. Genuine	9 65	9 55
C.P. Co. decorat's. pu.	8 65	8 55
Crown and Anchor, pure	8 65	8 55
Essex, Gen. (Windsor)	8 15	8 65
Island City Decorator's pure	8 65	8 65
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead	....	8 80
Painter's Perfect	....	8 10
Lowe Bros'. White, H.S.	....	8 80
Monarch (Windsor) .	....	8 90
Purity C.O. Co.'s. Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Sterling Pure	....	8 70
Tiger Pure	8 65	8 35
"James Genuine"		8 90
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine. 560-pound casks, per cwt. ...	8 00	6 38
Genuine. 100-pound kegs, per cwt. ...	8 25	6 75
No. 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$17	50
2 lb. pkgs., per 100 lbs... 15	00
5 lb. pkgs., per 100 lbs... 12	00
25 lb. pkgs., per 100 lbs... 11	00
100 lb. pkgs., per 100 lbs.. 9	75
200 lb. kegs, per 100 lbs... 9	60
300 lb. pkgs., per 100 lbs... 9	50
600 lb. casks, per 100 lbsfl. 9	00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 67	0 70
3 to 5 bbls.	0 66	0 69
6 to 9 bbls.	0 65	0 68

LINSEED, BOILED.

Single bbls.	0 70	0 73
3 to 5 bbls.	0 69	0 72
6 to 9 bbls.	0 68	0 71

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 74
Pure, single bbls...	0 67	0 67
2 to 4 bbls.	0 60	0 66

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 40
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 06

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38

WHITING.

Plain, in bbls.	1 50
Gliders, bolted, in bbls..	2 00

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, RCOW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅝, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9 25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10 45.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7 70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 45 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 90
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 00
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.40 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.

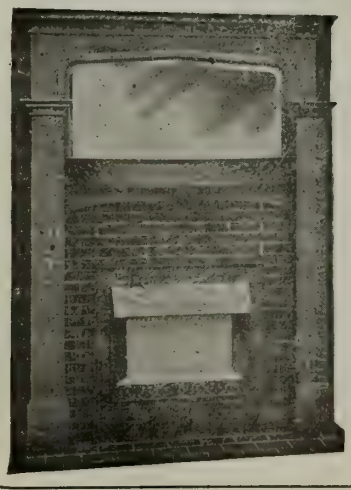


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

FALL PAINTING

The Family Circle

will soon be re-united; everybody back from their holidays.

DAD will want to renew his favorite arm chair.

MOTHER will be thinking of her floors.

BOB will want to work out some new stunts about his room.

SISTER has gathered some dainty ideas for her bedroom.

All can be pleased and their requirements met by selling them

FLOGLAZE

"The Finish that Endures"

GET INTO THE HOME FOR THE BEST PAINT TRADE.

FLOGLAZE is made to meet every requirement from finishing or renewing the finest furniture to the floor with the hardest wear.

A wide range of shades both in Solid Colors and Lac Shades to meet everybody's taste.

M L FINISHES THAT ENDURE

QUALITY

Because **FLOGLAZE** suits everything and everybody it creates its own demand.

The best line of paint for intensive merchandising ever placed before you.



Write for catalogue and prices



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT. DURABLE. UNEXCELLED VARNISHES WALKERVILLE

Your Customer's Guarantee

The manufacturer's name on the outside of the Varnish can is your assurance of the quality inside the can.

It protects both you and your customer. The Berry Brothers Trade-Mark is the sign of honest varnish values—dependable goods that dealers are glad to sell.

Varnish users the world over know that Berry Brothers' Varnishes can be relied upon to give highly satisfactory results—and this has been true for over half a century.

BERRY BROTHERS' VARNISHES

have the confidence of the leading painters and decorators in every city.

Their reputation of highest quality and lasting beauty is a valuable asset to the dealer who sells them.

Pave the way for larger varnish sales and greater profits by writing for our co-operative dealer proposition to-day.

BERRY BROTHERS

(INCORPORATED)

World's Largest Varnish Makers

WALKERVILLE, ONT.

Have You Placed Your Order For Skates?



Be Patriotic! Lunn's Skates are made from British Steel.

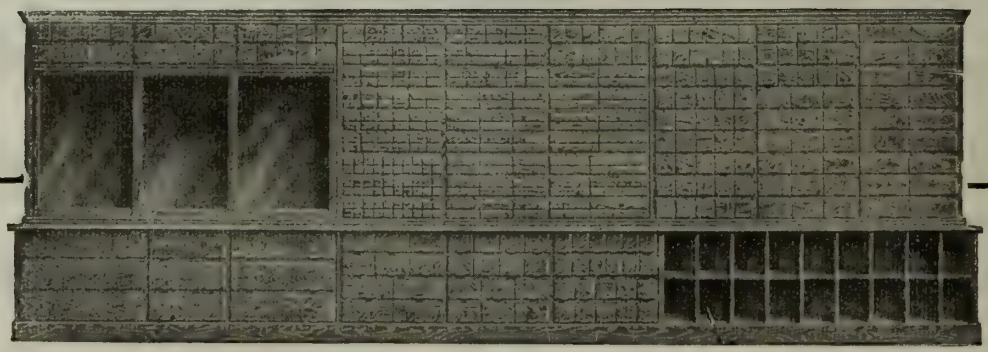
It is expected that there will be a serious shortage owing to the fact that there will be no German skates on the market. No shipments had been made previous to the declaration of war and now imports are impossible.

Lunn's Skates are made in Canada

These are the lightest and strongest skates made: A legal guarantee goes with every pair. Three Models, selling at $5.00 and $6.00.

Get Particulars Now While The Supply Lasts.

G. J. LUNN & CO., MONTREAL



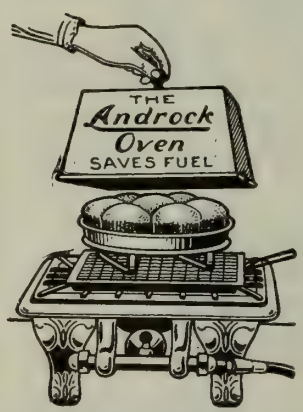
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



The "Androck" Oven

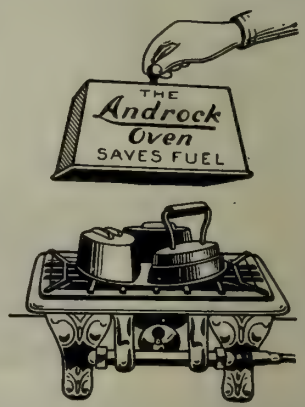
Fills a long-felt want. Saves gas and time.

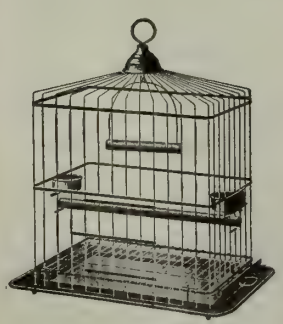
It consists of four parts: The cover, or oven proper, made of iluminized steel; the **Stand**, asbestos lined; the **Heat Distributing Plate**, to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster**, the finest toaster made.

One burner is all that is required to do an ordinary baking, whereas a range requires 2 or 3, and produces no better results. This means a big saving of gas and a cooler kitchen. The oven works equally well on gasoline or coal-oil stove.

Get the Androck Oven now and boost it. Every sale leads to others.

Andrews Wire Works of Canada,
Limited
Watford, Ont.





No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

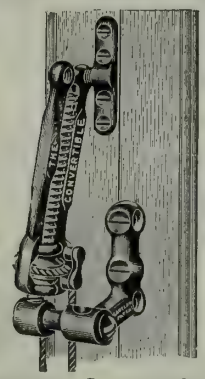
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
½ screw.... 10/6
each.

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1123 Homer St., Vancouver, B.C.

Halter time will soon be here



$10.00
Per Dozen
F. O. B. Peterboro

A good 1¼" black harness leather, doubled and stitched, Halter; retails at $1.25 each.

Write for our new harness and saddlery catalogue.

B.F. Ackerman, Son & Co.

Peterboro, Ont. **Regina, Sask.**

You Want To Furnish Your Customers
THE BEST STORM SASH HANGERS ON THE MARKET
DO IT BY OFFERING THEM
Watrous-Acme No. 18 SAFETY HANGER



Examination will convince you that there is no
BETTER MADE

Ask your Jobber, but if he doesn't handle it,
ASK US!

WATROUS-ACME MFG. CO.

BUTTS, HINGES AND BUILDERS' HARDWARE
DES MOINES, IOWA
Chicago Sales Office - 180 N. Dearborn St.

BUFFALO



Auto Oils and Lubricants

ARE NO EXPERIMENT.
THEY HAVE BEEN TESTED,
THEY HAVE BEEN TRIED
AND HAVE SATISFIED
the most discriminating users in Western Canada. They possess ALL the essential qualities necessary for the PERFECT lubrication of every style of car.

ENSURES SATISFIED CUSTOMERS AND REPEAT ORDERS.

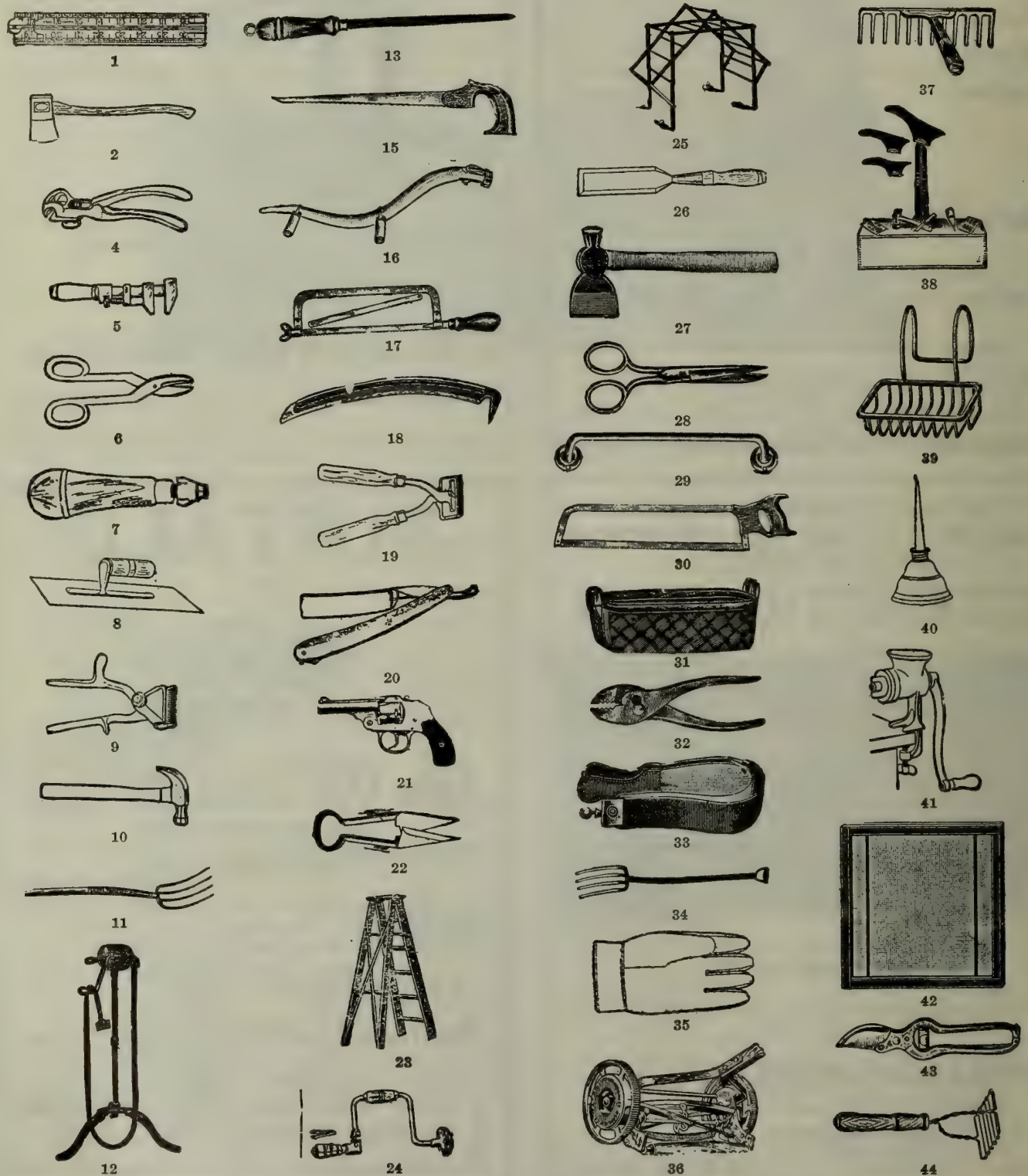
Prairie City Oil Company, Limited

WINNIPEG, MAN.

WE CONFINE OUR BUSINESS STRICTLY TO THE TRADE AND POSITIVELY WILL SELL NO OTHERS

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.

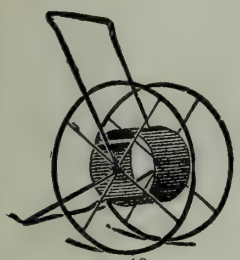


HARDWARE AND METAL'S ELECTRO SERVICE

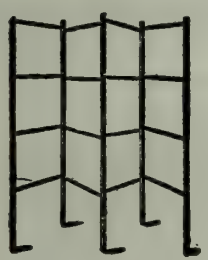

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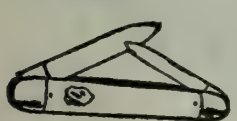

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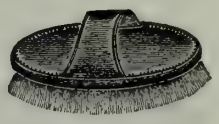

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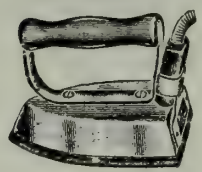

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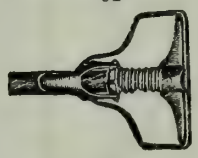

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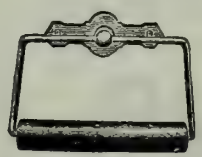

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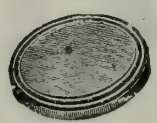

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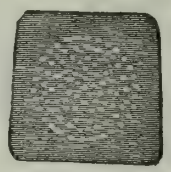

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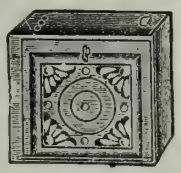

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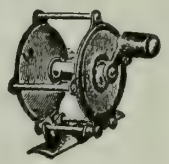

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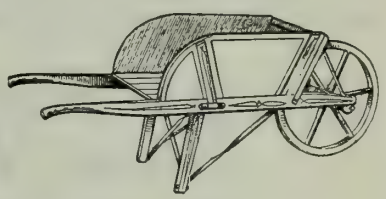

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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada



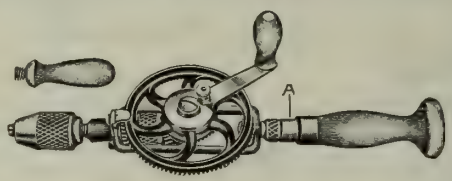
WHICH SIDE OF THE WALL ARE YOU ON?

The cheerful tinkle of the cash register is constant in the shop where the tools are kept that the people want.
Get on the profit side of the wall by adding Millers Falls tools to your line, especially

"MILLERS FALLS" HAND DRILL No. 1980

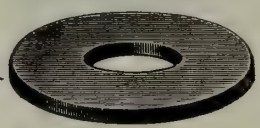
This is a new tool, with all the old Millers Falls features and some admirable new ones added; changeable speed, right and left ratchet action, cut gears, ball thrust bearing, hollow handle for drills, etc., a first-class tool such as appeals to every mechanic.
Sold at a price that leaves you a comfortable margin of profit. Write for details and a copy of our New Dealers Catalogue—one hundred and seventy-eight pages of tools you should know about.

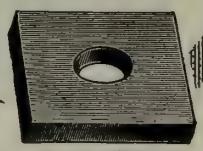
MILLERS FALLS CO , MILLERS FALLS, MASS.



Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

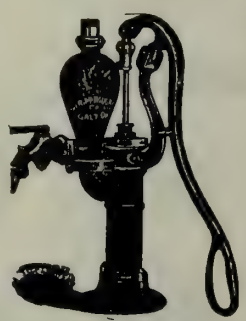
Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

The
R. McDougall Co., Limited
GALT, CANADA

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

REGISTERED TRADE MARK
GRANTED 1682.

Avoid imitations of our

CUTLERY

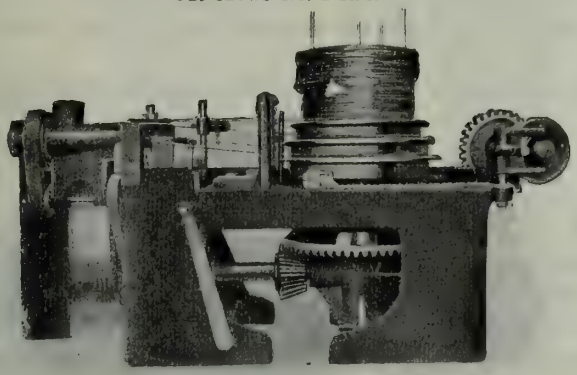
By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Dry-Drawing 3-Die Continuous Wire Drawing Machines

Specially suitable for HARD STEEL WIRE, 5-28 S.W.G. 20" block of No. 1 Machine runs at 72 r.p.m., drawing .90 carbon.
Hundreds of these machines are in use in leading Wire Mills in Great Britain and other countries.
SEND FOR CATALOG!
Cut shows No. 1 size.



ASK FOR CATALOGS of:—
Auto Punch Grinders, Wire Pointers (hand or power), Patent Welded Wrought Steel Annealing Pots and Patent Bright Annealing Pots.
Also Gauges, Micrometers, and any kind of Wire Working Machinery.
MANY IMPORTANT REFERENCES in CANADA and U.S.A.

ED. BRAND, 96 Victoria Street, LONDON, S.W., ENG
Engineer-Specialist in Wire Machinery.
Cables: Wyrelious London
Code: A.B.C. 5th Edition.

MONEY WALKS
as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only, is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co. LIMITED
P. O. Box 2186 H Winnipeg, Man.
CALGARY, ALTA. Sheet Metal Mfg. Co., Ltd.
EDMONTON, ALTA. Edmonton Metal Works Ltd.

Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

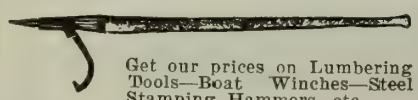
ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.
Canadian Factory: Hamilton, Ont.
Vancouver Branch: 109 Powell St.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

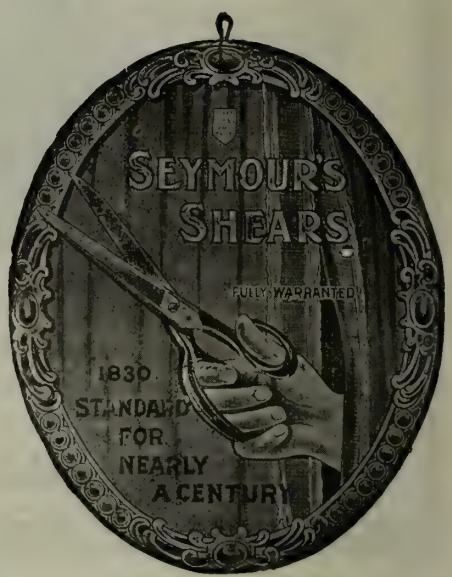


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S No HOT BOXES
NON-FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS



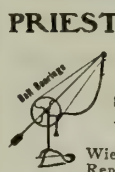
A Germantown of quality that gets big business

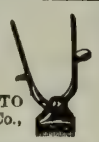
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT





SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

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Ask your jobber for Gold Coin Wire Hat and Coat Hooks. New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

---

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

JENKINS & HARDY

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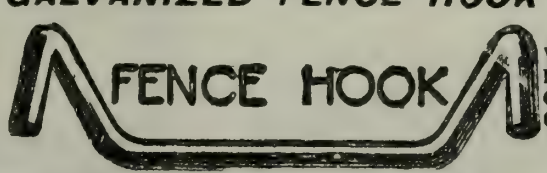
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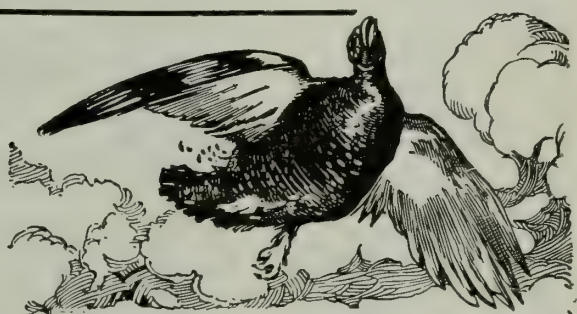
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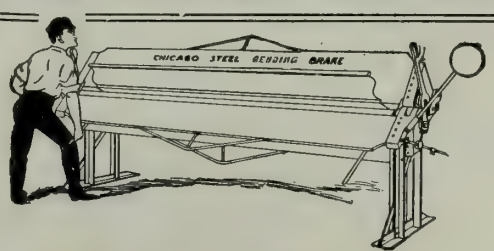
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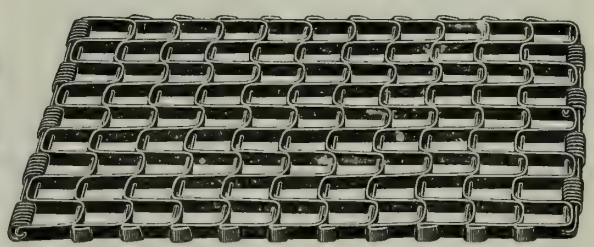
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G. F. Stephens & Co., Winnipeg.

Emery Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Jno. Oakey & Sons, Ltd., London, Eng.

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G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Sheet Metal Products Co., Toronto.
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Ross Rifle Co., Quebec.

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Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.

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Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
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Laidlaw Bale-Tie Co., Hamilton, Ont.

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Taylor Forbes Co., Guelph, Ont.

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Argall Bros., Three Rivers, Que.
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Goodell-Pratt Co., Greenfield, Mass.
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Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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The Samuels Dustless Ash Sifter will pay for itself in a few months, but will last a lifetime.

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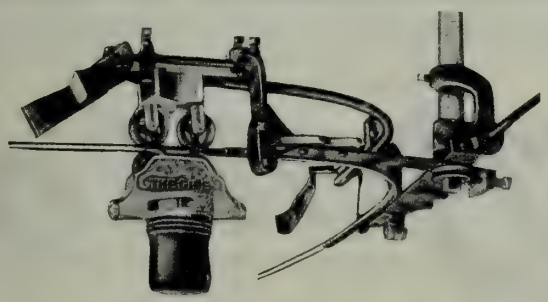
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Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

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Berry Bros., Walkerville.
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A. Ramsay & Son Co., Montreal.
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Winnipeg Paint & Glass Co., Winnipeg.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
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The Stanley Works, New Britain.

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Steel Co. of Canada, Ltd., Hamilton.

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The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ren, Ltd., Almonte.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock.

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Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

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Butterfield & Co., Rock Island, Que.
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Pratt & Whitney Co., Dundas, Ont.

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Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

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Richards-Wilcox Canadian Co., London, Ont.

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Clayton & Lambert Mfg. Co., Detroit.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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Prairie City Oil Co., Ltd., Winnipeg.
Turpentine Producers' Agency, Toronto.

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Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.
Clements Mfg. Co., Toronto.

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Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Henderson & Richardson, Montreal.

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Meakins & Sons, Hamilton.

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Wm. Cane & Sons Co., Newmarket.

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Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

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Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

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Sanderson, Harold Co., Paris, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.
P. L. Robertson Co., Milton.

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Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

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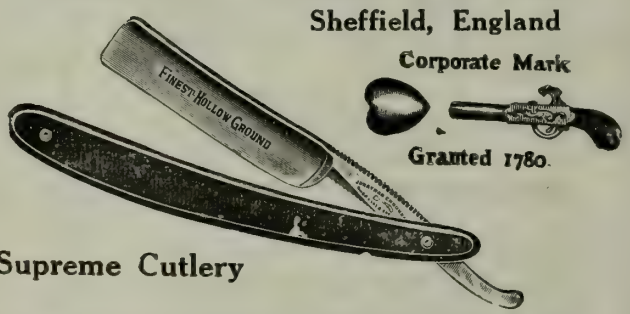
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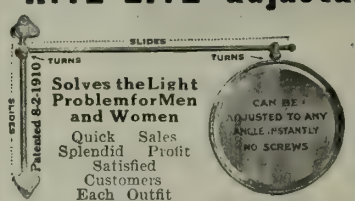


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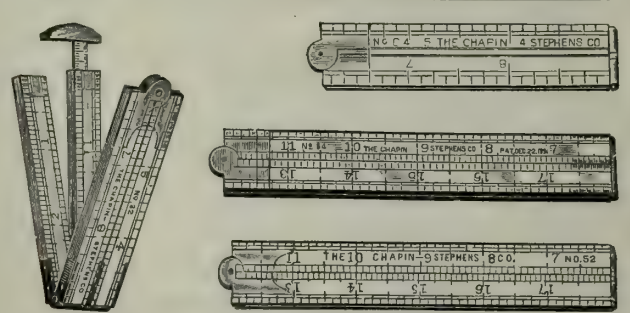
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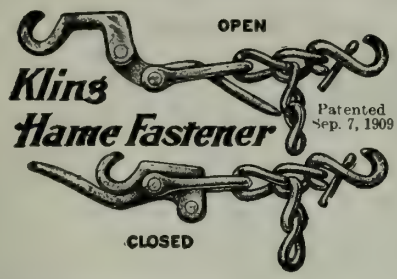


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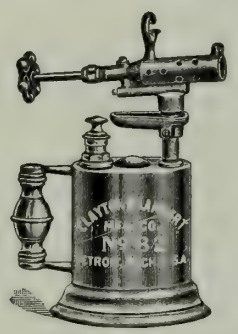


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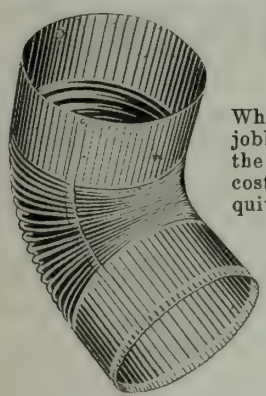
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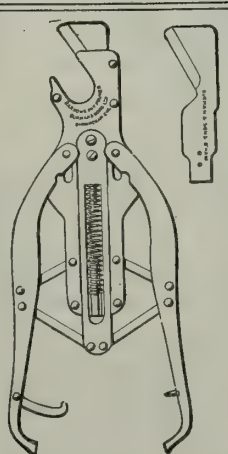
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Stanley's Chain Bolt

No. 1055—Ten-Inch Size FOR GARAGE DOORS

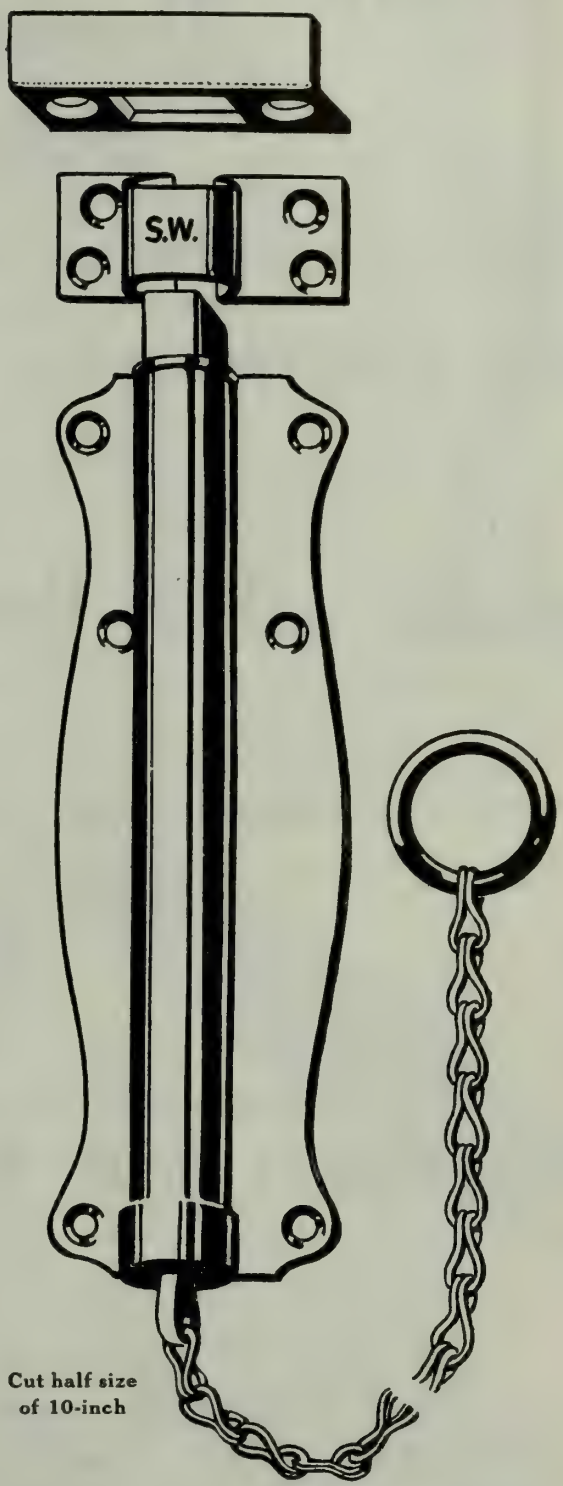
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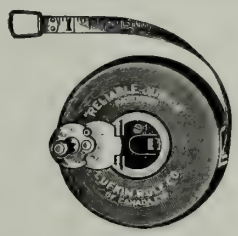
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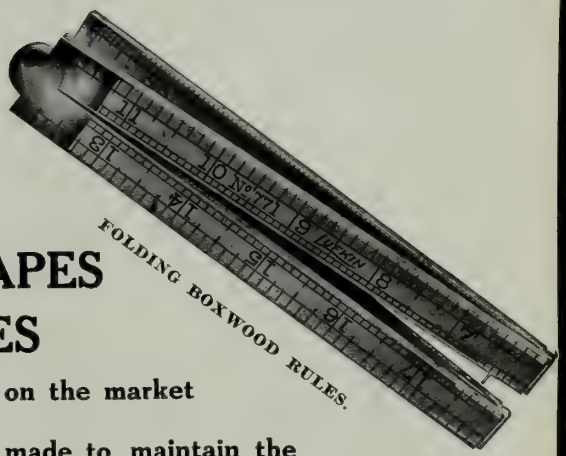
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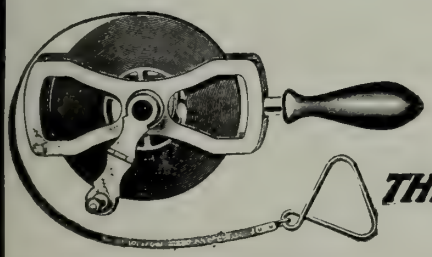


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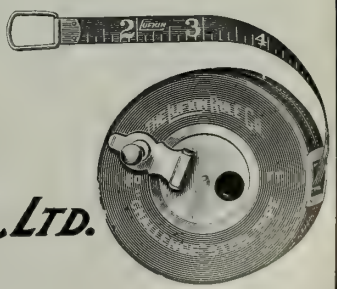
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Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.


Reynard sly
Chickens fly
Sudden snap
VICTOR TRAP
See the V
VICTOR
ONEIDA COMMUNITY
VICTOR
WARRANTED
COMMUNITY NY USA
ONEIDA
COMMUNITY
LTD.
ONEIDA, N. Y.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 37

September 12, 1914

Amatite ROOFING

Needs No Painting

Put Amatite on your farm buildings and you need never worry, for you have a *good* roof.

It is a comfort also to know that you won't have to paint these roofs, for frequent painting costs almost as much as a new roof.

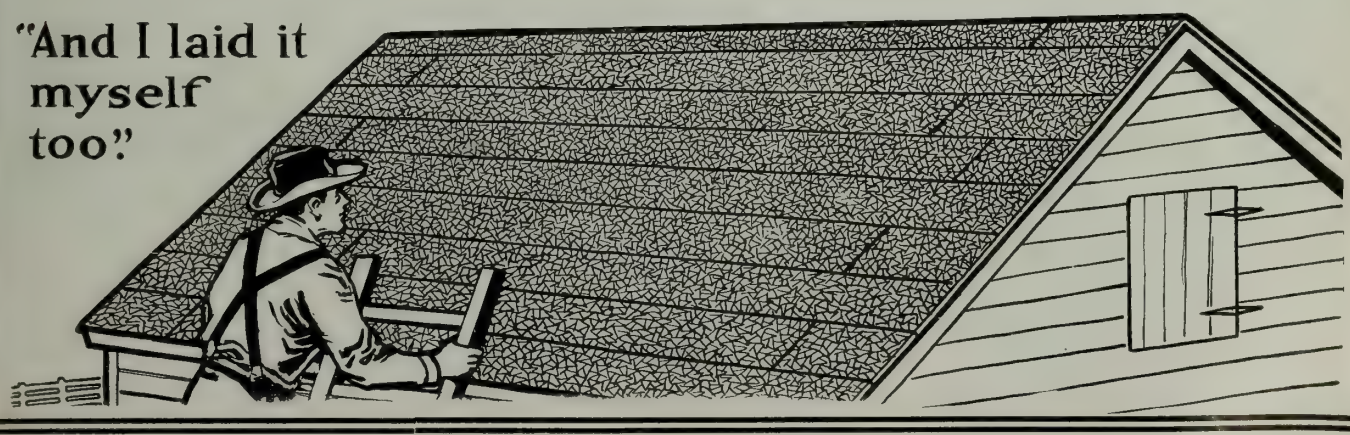
Amatite is waterproofed with Coal Tar Pitch, the best waterproofing material known, and it has a *real mineral surface.*

Write today for sample.

The Paterson Manufacturing Co., Limited

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.; Halifax, N.S.; Sydney, N.S.

"And I laid it myself too."



No. 18 CHEST AND WARE



CONTAINS 89 PIECES

Display Your Silver to Advantage

Do you realize the advantages of displaying your silver in a handsome chest? It helps make sales as many dealers have learned.

A chest filled with

1847 ROGERS BROS. MERIDEN B. CO.

"Silver Plate That Wears"

will appeal to your customers whether they have come to buy silver or something else.

We have a line of new and handsome chests carrying various assortments of our ware. If you have not tried this method of display, write to us for further information.

MERIDEN BRITANNIA COMPANY

Hamilton, Canada

NEW YORK MERIDEN CHICAGO

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

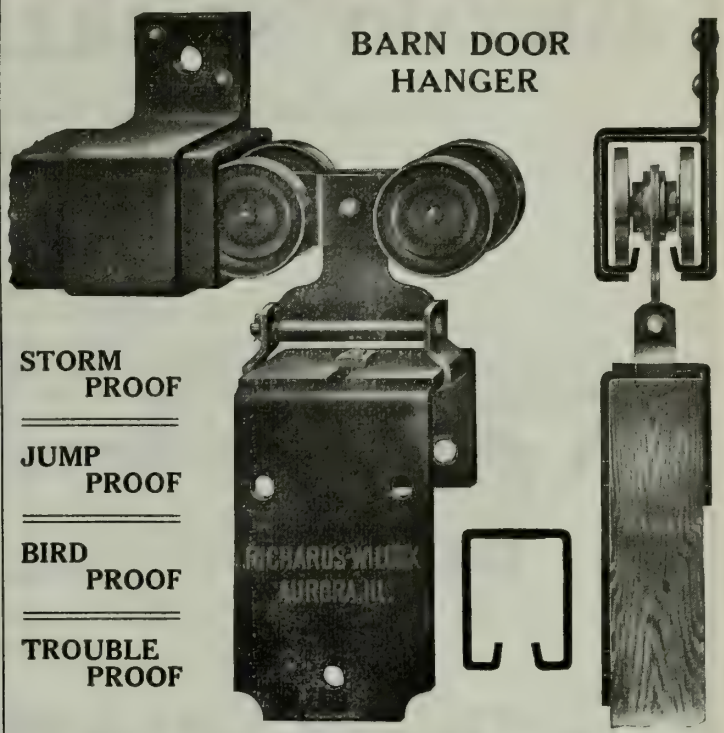
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING

BOX STRAPPING

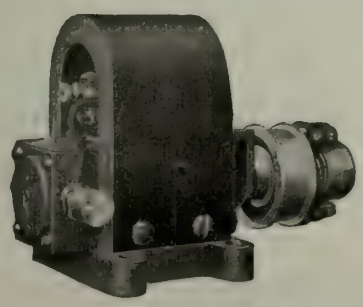
It is coiled double.
It is self-tightening.
Nails can't slip in driving.

THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.
See Page 70



THE LIGHT THAT'S RIGHT

Eureka Lite



Eureka Jr. B.C. 2

The fact is, with our Eureka—

You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

LOW COST—HIGH EFFICIENCY

Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20.00 and up, according to capacity required. Large profit to dealers. Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

DAVIDSON'S "STERLING"
SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

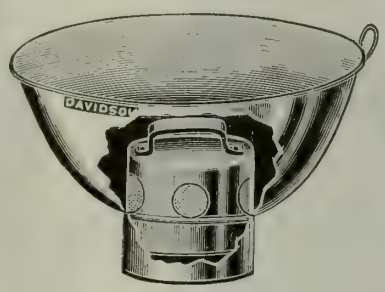


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
Write for Price.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Toronto** **Winnipeg**

THOMAS TURNER & COMPANY

Suffolk Works, SHEFFIELD, England

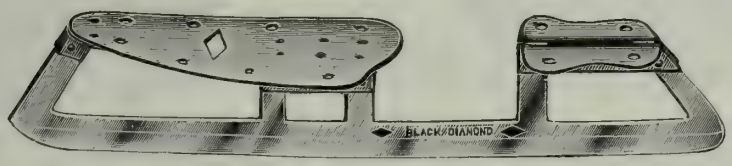


Cutlers to His Majesty



Solicit the enquiries of Wholesale Jobbers for all kinds of
TABLE CUTLERY, POCKET CUTLERY,
RAZORS, SCISSORS, ELECTRO PLATE,
ETC., ETC.

Thomas Turner & Co. hold large stocks, ensuring prompt deliveries, and suggest that all German goods should now be replaced from the OLD COUNTRY.



No. 300. Full Nickel Plated, Beautifully Finished.
Sizes, 10, 10½, 11, 11½.

More than 60% of all the ice skates sold in Canada are foreign make.

We are advised that not more than 10% of the orders will be filled.

There will be a great famine.

Our stocks at present are well assorted.

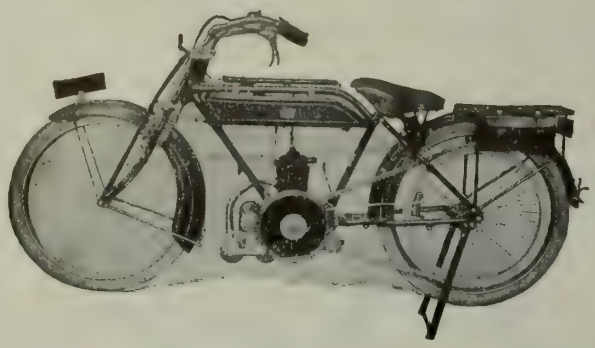
Anticipate your wants now.

Lewis Bros., Limited

Montreal

The Bown-Villiers $2\frac{1}{4}$ h.p.

TWO-STROKE MOTOR CYCLE



A perfect light-weight fitted with Villiers Engine, B. & B. carburettor, Druid spring fork, Dunlop tyres. A very high-class machine, perfectly constructed and finished. Very easy to handle; extremely silent running, and good hill-climber. Built of high-grade materials by skilled workmen. As reliable as our world-famed Aeolus pedal cycles.

Price as illustrated, $134.00 in England.

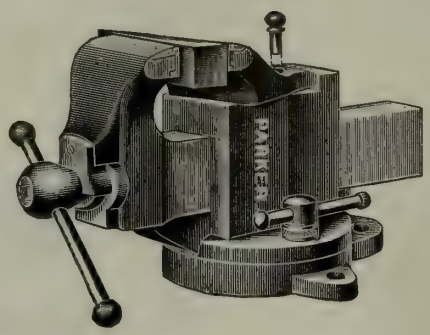
Liberal discount to the trade.

Write for full illustrated catalogue and prices of other models.

THE BOWN MFG. CO.
EXPORT DEPT.
SNOW HILL, BIRMINGHAM, ENG.

PARKER'S

IMPROVED SWIVEL VISES



Steel faces are milled and fitted to the jaws, and are renewable.

Note bench swivel and back jaw swivel holding wedge-shape articles. Write for our complete catalogue and discounts.

THE CHARLES PARKER CO.
Factories—Meriden, Conn., U.S.A.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

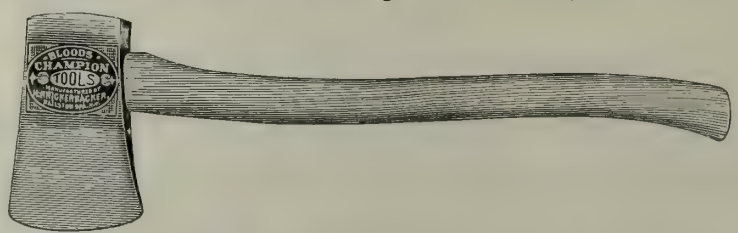
Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium

Our Assortment of Axes and All Lumbermen's Tools is Very Complete

Why not send us a trial order?



Satisfaction Guaranteed.

Thomas Birkett & Son Co., Limited, Ottawa, Ont.

For Reasons Beyond Our Control More Washing will be done at Home this Winter.

More WASH BOILERS will be needed

SMP can Take Care of this Demand

Particularly we advise SMP all copper boilers.

Hand made—by competent Canadian workmen—each boiler is packed in an individual corrugated fibre case, so that it reaches you and your customer just as it comes from the bench.



Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



Hose Made for Service

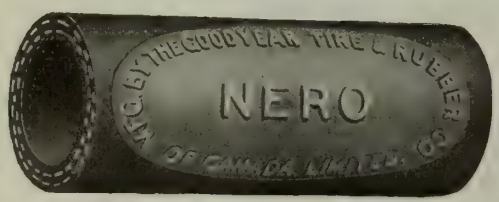
Satisfaction goes with Goodyear Lawn Hose. And the hardware dealer who sells this kind sells more than just so much material—he sells **service**—and that is what customers seek. It is **service** that wins and holds trade.

Every Goodyear product, from tires to hose, is made to set a quality-standard. Actual working conditions are studied before any Goodyear article is made. Materials are all laboratory tested for super-service.

The matter of construction is the result of exclusive methods and adept workmanship. On hose the name Goodyear is a symbol of utmost worth.

Goodyear Lawn Hose will be a leader in 1915. A big business in this line is assured for dealers everywhere.

Here are two brands of Goodyear Lawn Hose. Read of their advantages—the features that users seek.



GOODYEAR
TORONTO
Lawn Hose



"Nero"

This is a seamless hose—a strong durable hose made for heavy pressures. It has two plies of specially braided fabric. Cannot kink or "snarl." The inner tube is of finest rubber. Cover, smooth or corrugated, as desired. And this hose comes in lengths up to 500 feet. No loss in cutting. No odd lengths left over at the season's end.

"Reliable"

A strong, durable hose, yet light and easy to handle. The fabric used in this hose is cut on the bias, butt-ended and cross-stitched. No over-lapping at the joints —no cement used—no "humping" — no danger of bursting as where cement is used. Made with 4 plies of fabric in ½ inch, and 5 plies in ¾ and 1 inch sizes.

A DEALER OPPORTUNITY

Write to-day for catalog and quotations before placing your next season's order. Doing this involves no obligation on your part. Let us send you our dealer proposition that will show the way to a bigger-than-ever lawn hose business next season. It will surely interest you.

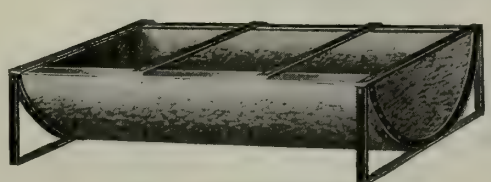
THE GOODYEAR TIRE & RUBBER COMPANY OF CANADA, LIMITED

Head Office, TORONTO, ONT. **Factory, BOWMANVILLE, ONT.**

Branches at Victoria, Vancouver, Edmonton, Calgary, Regina, Winnipeg, Hamilton, Toronto, Ottawa, Montreal, St. John, N. B.

Sell Heller-Aller Goods

They pay good profits, and the quality insures satisfaction



HALF-ROUND TROUGHS

These troughs have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.

Our oil and gasoline tanks are made of galvanized steel and they will stand a lot of hard usage.

Screw caps opening on top to fill up by and a faucet in the side near the bottom to draw off contents. Prevents loss by vibration.

Our tank catalog will give you full information on these and many other styles of tanks. **Write for it.**

The Heller-Aller Co., Windsor, Ont.



OIL AND GASOLINE TANKS

WAR AND CANADIAN BUSINESS

The European political upheaval has had far-reaching effects.

The ordinary channels of information to the business man and investor were closed by a week's war.

Do not let sensational rumors guide you from day to day.

Keep yourself informed through the authentic information concerning Canadian securities, bond issues, real estate, company promotions, crops and BUSINESS CONDITIONS which is published in

THE FINANCIAL POST

"The Canadian Newspaper for Investors."

Sign and Mail the attached coupon

Date..... 1914

The Financial Post of Canada,
143-153 University Avenue, Toronto

Please enter my subscription to THE FINANCIAL POST at the rate of one dollar for four months.

NAME .....

STREET..... CITY.....

10 CENTS THE COPY. $3.00 PER ANNUM.

H. & M.

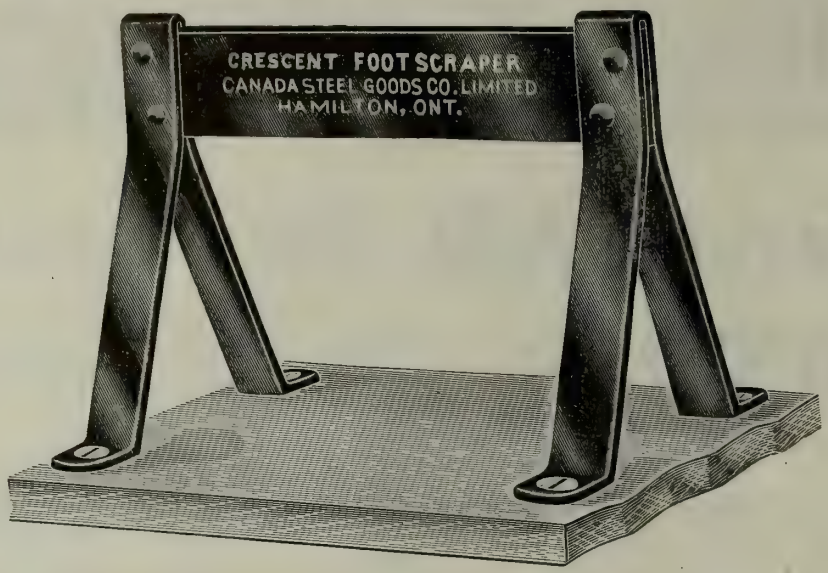
The Crescent Foot Scraper

Strength

Durability

Wearability

Salability



Heavily Japanned

Rust Proof

Looks good and is exceptionally well made.

The Crescent Foot Scraper, scrapes off MUD, as easily as SNOW. The scraper bar is wide and strongly supported. The legs are either screwed down or embedded in concrete.

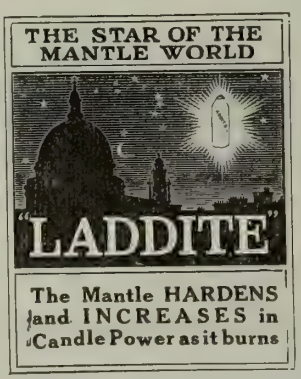
Canada Steel Goods Co., Ltd. Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Meda Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and light-houses.



Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

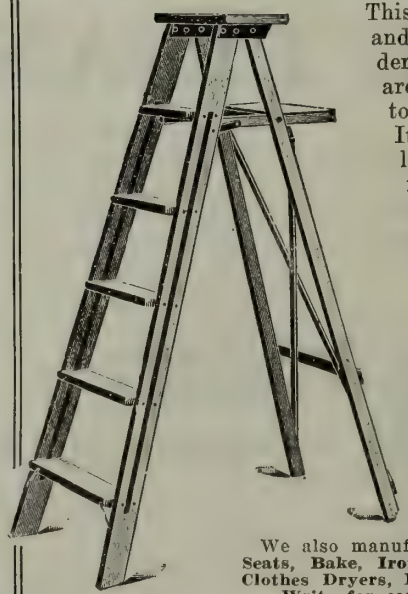
The Hamilton Gas Mantle Co.

LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

You'll Effect Many Sales if You Handle the

SHELF LOCK STEP LADDER



This is a very convenient and practical house ladder where short lengths are used and is certain to appeal to the public. It is the lowest price ladder we make and it is very strong and durable.

Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

We also manufacture **Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, Etc.**

Write for catalog and particulars.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

THE

STEEL COMPANY OF CANADA

LIMITED

HAMILTON

Wood Screws,

Machine Screws,

Bright Wire Goods,

Pig Iron,

Cable,

Escutcheon Pins,

Wing Boot Calks,

Rivets and Burrs,

Spikes,

Wire Hoops,

"Invincible" Fencing.

PEACE REIGNS

With Dealers Handling Our Lines.

We can give you the Service and Satisfaction you require.

"TIGER BRAND" White Lead

Steel and Iron

Horse Shoes and Horse Shoe Nails

"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment

Pole Line Hardware

Write Us for Prices and Information.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

Wrought Pipe,

Lead Pipe,

Bolts and Nuts,

Corrugated Fasteners,

Wire,

Wire Nails,

Tacks,

Staples,

Shot,

Putty,

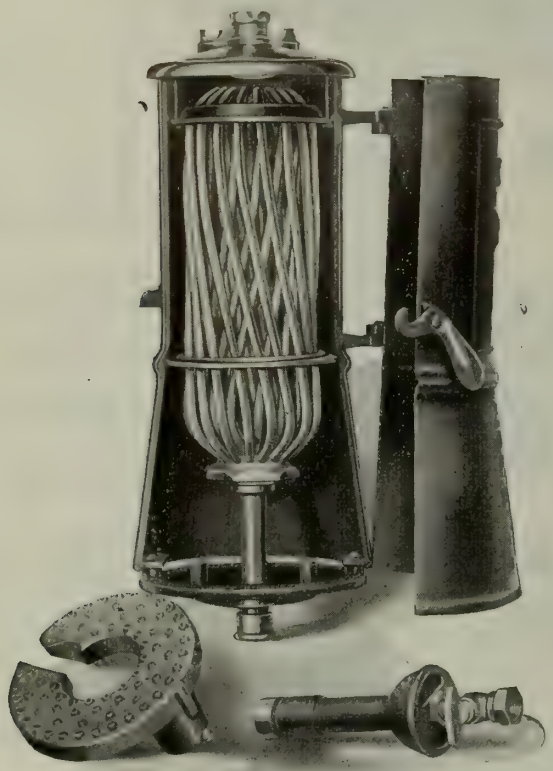
Forgings,

Stove Scrapers.





HOT



Guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

A Great Seller
Stack Water Heaters

They sell themselves if you put the heater where Mr. Hot-and-grimy-customer can see it, and have the price where he can see that too.

Sooner or later the suggestion of that bath in water that is "just right" will loosen up the tightest wad—it's human nature, that's all. And one sale means more, for a good article. That is where our STACK GAS WATER HEATER comes in. It's a peach for the price. We'll send you a circular describing it.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. W., Toronto, Canada

LARGEST MANUFACTURERS OF ENGINEERS' AND PLUMBERS' BRASS GOODS IN CANADA.

WATER

Goodell-Pratt's



No. 168

BENCH VISE

costs a little more than the others

BUT

it is the best that you can buy.

STEEL JAWS
STEEL GUIDE RODS
STEEL FEED SCREW

This vise has 2½-inch Jaws. Other vises with 1- and 2-inch Jaws.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

In Service 228 Years and as Good as New



The old "Wayside Inn" of Sudbury, Massachusetts, made famous by the poet Longfellow, was erected in 1686. The methods and materials employed were those of a people who built for the future.

Some of the iron nails which had held the original clapboards, and which were therefore 228 years old, were recently extracted, and found in almost perfect condition. These being subjected to exact analysis, were found to contain only seven-thousandths of one per cent. of Sulphur, five-hundredths of one per cent. of Carbon, two-thousandths of one per cent. of Manganese, and the merest trace of Copper.

It is undoubtedly due to the practical exclusion of these elements that the iron has given such splendid service.

Iron of a higher total purity than that secured by the old-time puddling process was not commercially available until the development of *Armco-American Ingot Iron*. This is the purest, most even and most carefully manufactured iron on the market, and therefore the most durable in exposed situations.

AMERICAN ARMCO INGOT IRON

PURITY

The trade-mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Co., with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

AMERICAN ARMCO INGOT IRON

PERMANENCE

THE AMERICAN ROLLING MILL COMPANY

Licensed Manufacturers under Patents granted to The International Metal Products Company.
Armco Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

MIDDLETOWN, OHIO

DISTRICT SALES OFFICES:

Chicago: 1266 People's Gas Bldg.
Pittsburg: 1832 Oliver Bldg.
Detroit: 901 Ford Bldg.
Cleveland: 952 Rockefeller Bldg.
New York: 551 Hudson Terminal Bldg.
St. Louis: 814 New Bank of Commerce Bldg.
Cincinnati: 2101 Union Central Bldg.

NICHOLSON MADE FILES

It Pays to Meet This Demand

Every day, from coast to coast, there is a brisk, insistent demand for

NICHOLSON-MADE-FILES

Manufacturers, superintendents, purchasing agents and mechanics have learned by experience that these are the most efficient files—That they cut deeper, last longer, are more uniform in workmanship, and cost least to use.

For 50 years these files have been building up a reputation as a mighty good file. To-day, each sale means a satisfied customer and **more** profitable trade in files.

If you are not now benefiting by this demand for NICHOLSON-MADE-FILES, by all means get in line for your share of the business to-day.

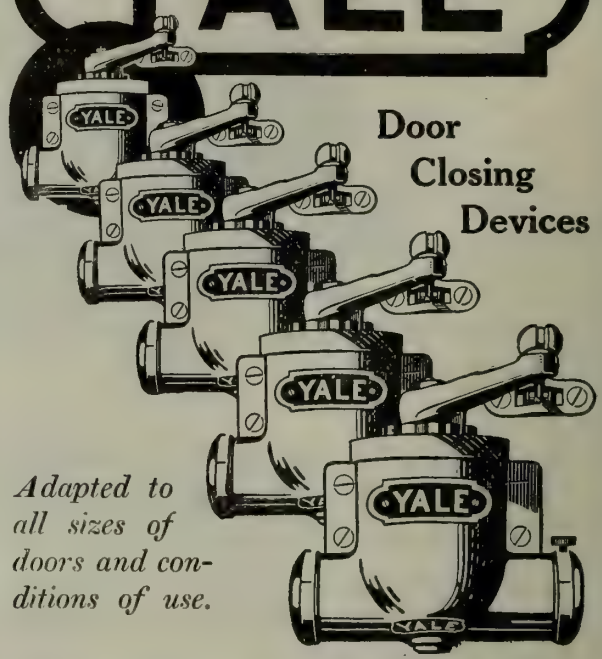
YOUR JOBBER can supply you with the small stock required.

BRANDS:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Nicholson File Co.
PORT HOPE , ONT.

YALE



Door Closing Devices

Adapted to all sizes of doors and conditions of use.

Quality! Performance! Durability!

The Yale guarantee of these vital qualities stands back of every sale of a Yale Door Closing Device.

Whenever a customer has doors to be closed—front, rear, pantry, bathroom, bedroom—there is use for a Yale Door Closer. Silent, sure, quick-acting, never forgetful.

The sale of one Yale Door Closer leads to another, so write us today about our Dealers' Advertising Service and the many ways in which it will help you sell more Yale Door Closers.

Canadian Yale & Towne Limited

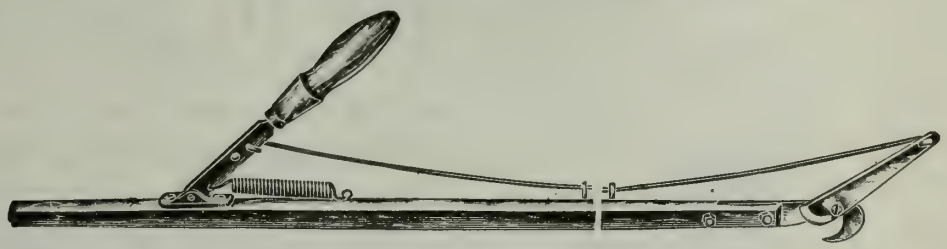
Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers.
General Offices and Works:
ST. CATHARINES, ONT.



Orchard King
Compound Lever



Woodyatt Improved Socket

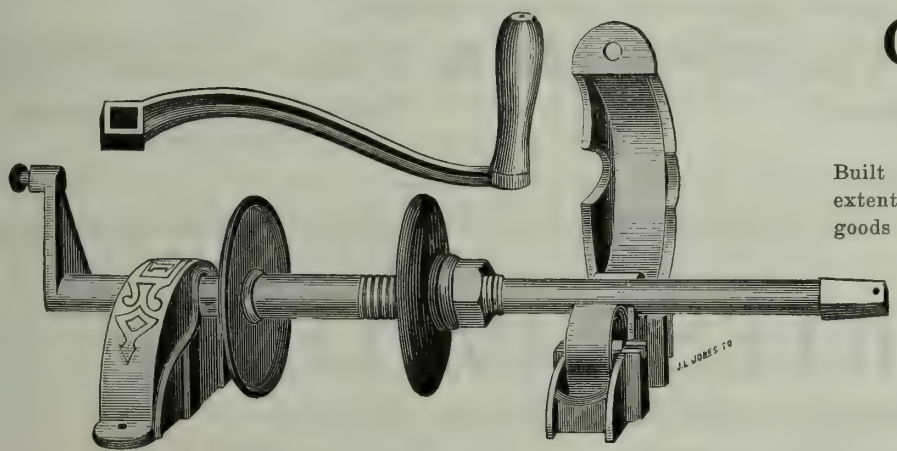


Taylor's Improved Pattern Pruner

Tree Pruners

The appearance and construction of these pruners appeal strongly to the trade—and their quality leaves a trail of maximum satisfaction.

Orchard King, 31½" long; Woodyatt Improved Socket, 6 feet long; Taylor's Improved Pattern Pruner, 8 feet long.



Grindstone Fixtures

Built to withstand to greatest possible extent the severe service to which such goods are frequently subjected. Copper Bearings. Japanned finish.

WESTERN Tool Grinder

This grinder assures a big, satisfactory service because every part is made of the finest iron.

Has cut gears encased and a high-grade corundum grinder. Weighs only 20 lbs.—therefore it is easy to handle.

IF YOUR JOBBER CANNOT SUPPLY YOU WITH OUR LINES, ILLUSTRATED HEREWITH, WRITE US. WE'LL MAKE IMMEDIATE SHIPMENT.

Noiseless, Dirtless, Chainless and Easy Running



TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Apollo Keystone Copper-Bearing Galvanized Sheets

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVESTROUGH
CEILING	FLASHING	CULVERT PIPE
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

WHITES LIMITED

WHOLESALE HARDWARE AND METALS

COLLINGWOOD, ONTARIO

Our Fall Sporting Goods Price List Has Just Been Issued

We show a large line of AMERICAN AND IMPORTED GUNS AND RIFLES all figured at NET prices to the trade.

Our price list is by all means the handiest list issued. You should have it.

This PRICE LIST will be mailed on application.

All the goods listed are carried in stock and immediate shipment can be made.

Our business is STRICTLY WHOLESALE, and we deal in all lines of GENERAL HARDWARE.

We EQUALIZE FREIGHT on recognized jobbing centres.

We ship same day as order is received.

We guarantee our prices equal to any Canadian Jobber.

Give us a trial and be convinced.

WHITES LIMITED

How to Succeed

RULES ARE NOTHING. Success isn't a matter of rules. It's something inside a man, something that belongs to his nature and character. If a man has it, he will succeed. If he hasn't, all the copy book headings in the world won't give it to him.

The things that bring success are the things that belong to character. To succeed you must mould the character aright. There is nothing influences character so much as companionship. Make companions of weak people and you become weak, make companions of strong people and you become strong.

Successful men influence us sub-consciously. They are just a little more exact, a little more industrious, a little more enthusiastic . . . in a word, a little more alive.

We talk with them and become like them. They are our best educators because they educate character.—*Pitman's Magazine of Business Education.*

Did Merchants seek to develop the initiative and executive, suggested in these few lines, their business would never cease growing. Let expansion be everyone's motto, being certain, however, that it is sound expansion, i.e., the result of actual mental and physical efforts, (be certain to eliminate everything of a speculative or chance character, for such distract from real sound efforts.) The exercise of honest efforts, with the addition of a happy, patient and courteous manner, will compel things to "come one's way," in a manner which nothing on earth can prevent.

VIRGINIA PATTERN

Are you looking around for a good flatware pattern for the fall trade? Something at a price—something *you can sell?* Then consider the Virginia. We can't give you prices in this advertisement, but a post card to us will bring them along with a Virginia tea spoon for your inspection. We make up the Virginia to be stamped with your name on every piece. A flatware pattern under your own name and mark which you can guarantee.



Here is the guarantee we make for the Virginia pattern:

A. 12 Dwt. Knives (so marked).

B. Metal blades, 18% pure nickel silver.

C. 20% to 30% heavier plate on staples than fancy pieces.

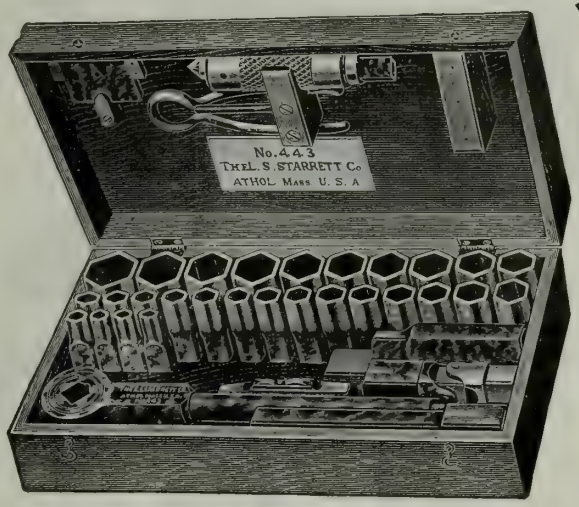
D. Finish equal to the highest quality goods.

We are putting out this new pattern to sell—which means that the quality and price must be right—a flatware that the trade can sell. This is the reason for the Virginia pattern, Virginia prices, and Virginia guarantee.

STANDARD SILVER CO.

of Toronto, Ltd.

This Ratchet Wrench when Properly Displayed Pulls Splendid Sales with the Motoring Public



It is the Starrett Ratchet Wrench

It can be used in all sorts of places where the ordinary wrench is useless. Cramped corners and distant parts are made accessible by the ratchet action or by an extension socket. Finished parts need not be marred by placing and replacing the wrench, for the socket stays on the nut or bolt-head until it is completely in place or removed.

The wrench is provided with sockets which take any standard nut or bolt, and in addition there are provided a spark plug socket, a drilling attachment taking drills from ⅛ to ½ inches in diameter, a screw driver, and an extension socket.
With this set of wrenches, drills, and screw drivers combined, many repairs may be made on the road by the driver himself which might otherwise send the car to the garage. Motorists appreciate this and buy readily.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Put a set in your show window and talk it up to motorists. Catalog 20 M.A., which describes the full line of Starrett tools will be sent free on request.

The L. S. Starrett Company

ATHOL, MASS.

42-238

NEW YORK—150 Chambers Street **CHICAGO—17 No. Jefferson Street**

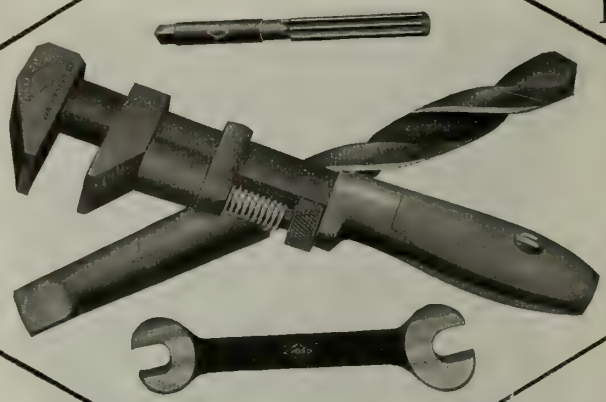
LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators.

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

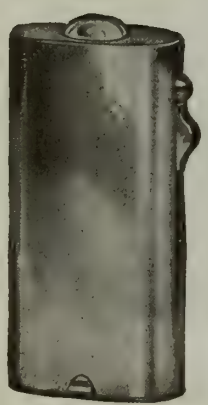
Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

Place Your Orders for Eveready Flashlights

with our nearest house



This is a profitable line to carry. The popularity of portable electric lamps is increasing every day.

Eveready Flashlights give satisfactory service under all conditions. They are equipped with the Eveready guaranteed Tungsten Battery and Mazda Bulb.

The complete stock carried at each of our branch houses insures prompt shipment on all orders.

You will be interested in our special dealers proposition.

Write our nearest house for information.



Northern Electric Company
LIMITED

MONTREAL
HALIFAX
TORONTO

WINNIPEG
REGINA
CALGARY

EDMONTON
VANCOUVER
VICTORIA

Bits for Service
Shanks for Convenience



There is only one kind of bit that gives perfect satisfaction. That is the

Russell Jennings

¶The correct double twist, the extension lip, the accurate clearance and the clean-cutting spur insure the rapid, true boring, non-choking qualities that delight the heart of the workman.

¶But workmen have their own ideas of convenience. Some would rather use a bit with a shank that can't wobble or pull out of the brace chuck. For them we make our bits with a Precision turned shank.

¶But there are other men who don't look favorably on changes from their old stand-bys, and for them we continue to make our bits with the ordinary bit shank. We also make a special brace for Precision shanks only, and another universal Precision brace which takes either Precision or ordinary shanks. The tools are sold separately or in sets.

¶Your surest bit sales are made with these tools. Carpenters **know** these bits are the best. You can let them choose the style of shank. How about your stock?

Russell Jennings Manufacturing Co., Ltd.

St. Catharines, Ontario

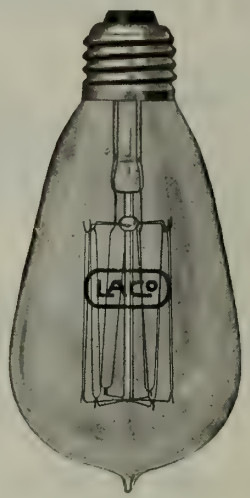


21-102

LACO LAMPS

A Profitable Side Line For The HARDWARE DEALER

Rugged
Efficient
Durable



Economical
Brilliant
Serviceable

Special prices on contracts for stated quantities.

Write for descriptive literature and prices.

THE MAINER ELECTRIC COMPANY LTD.
WINNIPEG, MANITOBA

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

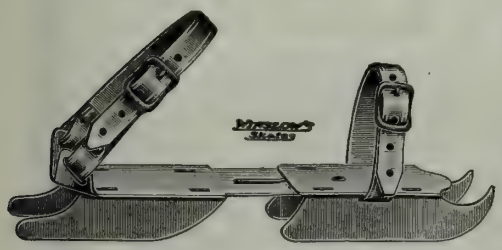
Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

There will be a Shortage of Ice Skates

In order to cope with this situation we have made arrangements with the largest skate-makers in the world to supply the Canadian Trade. We are offering the most practical line at most favorable prices and terms. Write for discount immediately as we cannot guarantee that the low prices we are quoting will be maintained much longer. Do it NOW, and do not be sorry when the skate season is on.

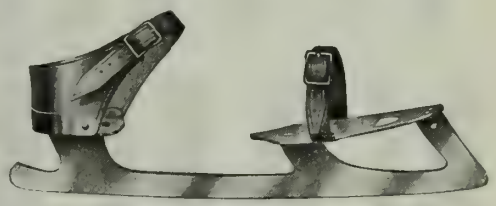


Sled Runners, Improved Model.
Price, boxed .....$6.20 doz.

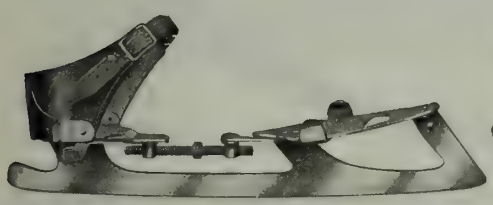
The Montreal Sales Company

Distributors and Selling Agents
334 St. Paul Street,
Montreal, Canada

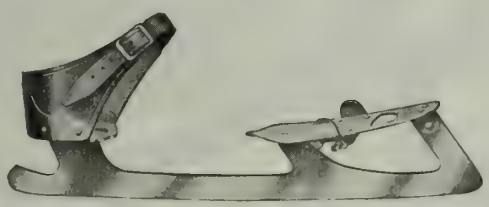
WRITE FOR DISCOUNTS



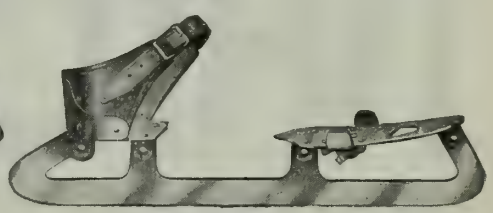
E10 Strap Skate can be used over Rubbers.
Price, papered ..... 80 cents pair



F10, F20, and F40.
Most practical leather heel strap.
F10—Bright finish. Price papered...$1.44 pr.
F20—N.P. finish. Price boxed ..... 1.92 pr.
F40—N.P. hardened. Price boxed .. 2.60 pr.



G10, G20 and G40.
Clamp Skate with leathered heel straps.
G10—Bright finish. Price papered .....$1.44 pr.
G20—N.P. finish. Price boxed.. 1.92 pr.
G40—N.P. hardened. Price boxed ..... 2.60 pr.

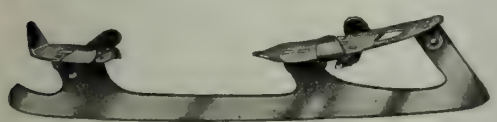


H20 and H40, Double End.
Highest quality and finish, clamp skate with leather heel straps.
H20—N.P. Price boxed .....$2.40 pr.
H40—N.P. hardened. Price boxed... 3.00 pr.

WRITE FOR DISCOUNTS



A10, A20 and A40.
Lever Skate, Easily on, Instant Adjustment. A Leader.
A10—Bright finish. Price papered .$0.70 pr.
A20—N.P. finish. Price boxed ..... 1.10 pr.
A40—N.P. hardened. Price boxed... 1.92 pr.



B10, B20 and B40.
Full Clamp Skate, Easily on and Securely on.
B10—Bright finish. Price papered .$0.70 pr.
B20—N.P. finish. Price boxed ..... 1.10 pr.
B40—N.P. hardened. Price boxed .. 1.92 pr.

ACTUALLY

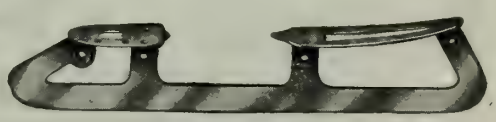
The most practical
The best materials
The best sellers
The best values
The most classy

Order now and

LEAD



C20 and C40 Double End.
Full Clamp Skate of high quality and finish, but of medium price. No misfire with this one.
C20—N.P. finish. Price boxed .....$1.50 pr.
C40—N.P. hardened. Price boxed .. 2.60 pr.



D10, D20 and D40.
Double end, screw top skate, Canadian model, a sure sale. Very strong brackets. Best value for the money.
D10—Bright finish. Price papered .$0.70 pr.
D20—N.P. finish. Price boxed ..... 0.96 pr.

WRITE FOR DISCOUNTS AND TERMS

WIRE NAILS

"FROM ORE TO FINISHED PRODUCT"

Dominion Iron & Steel Company, Limited

Head Office and Works:

Sydney, N. S.

Branch Sales Offices:

MONTREAL
112 St. James St.

TORONTO
118 Wellington St. E.

QUICK DELIVERY FROM STOCK

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

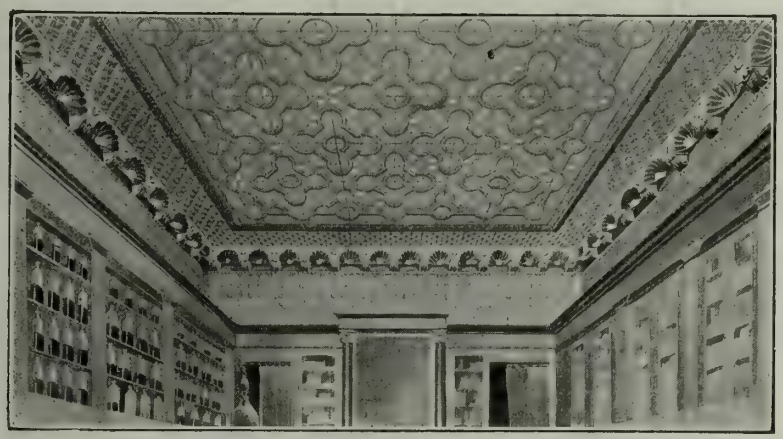
Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue, Worcester, Massachusetts, U.S.A.

A Profitable Business

HOW much business is there for you hardware men and tinsmiths in redecorating the interior of stores, theatres, hotels, cafes and homes the "Metallic" way?

Take a pencil and figure it out! The answer will surprise you.



We help you to estimate on interiors like this. There's money in them for you.

Of course, there is a profitable business for you in **recommending** and **selling** "Metallic" ceilings and walls. Being fireproof and practically imperishable, "Metallic" ceilings and walls are vastly superior to lath and plaster. This superiority in appearance and durability insures **repeat** orders—pleased customers build up your reputation.

N.B.—We help you to get business by quoting prices and assisting you in other ways, when specifications are forwarded to us. Write for information to-day.

THE

Metallic Roofing Co., Limited

Manufacturers—Established 1884

Toronto Winnipeg



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

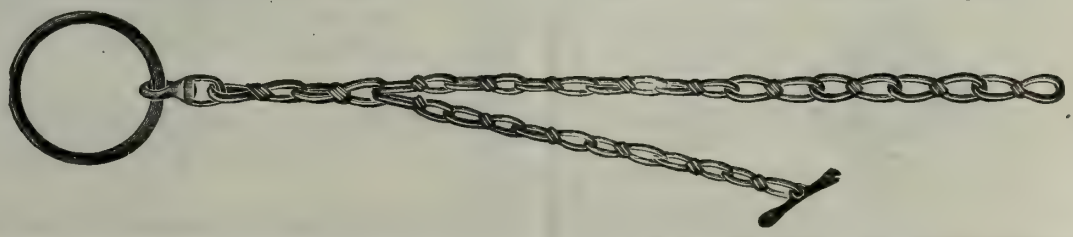
Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

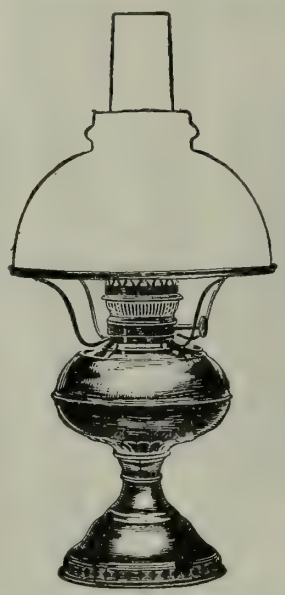
HAMILTON, ONT. **MONTREAL, QUE.**



FOR THE LONG WINTER EVENINGS

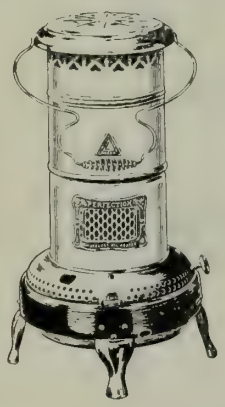
Lamp buyers come as soon as the days begin to shorten. Your stock isn't complete unless you carry the

Rayo LAMP



Advertised for years throughout the Dominion. The Rayo is scientifically designed to mix oil and air and oil vapor in just the right proportions so as to be absolutely free from smoke or smell, and give the most possible light. Easy to light without removing chimney or shade. Solidly built, good-looking and durable.

PERFECTION SMOKELESS OIL HEATER



Your customers will be asking for them as soon as cold weather sets in, and the demand continues right through the winter. The Perfection is smokeless, odorless, and built to last. It is fully guaranteed.

Write now for catalogue of styles and prices.

THE IMPERIAL OIL CO., Limited

Toronto
Ottawa
Halifax
Montreal
Quebec
St. John

Winnipeg
Calgary
Regina
Vancouver
Edmonton
Saskatoon

It is not alone the unusual gun value of the FOX—without which no gun is a good selling proposition—that makes it a good gun to handle, but it is this quality combined with our nation-wide advertising that makes it a profitable gun to push.



FOX GUN

A Business-Getter and Business-Holder

If this Gun did not have an individuality—if it were not a whole lot more than "just a gun"—all the advertising in the world wouldn't help it make good. And our unbounded faith in the Gun has been confirmed by thousands of proud Fox owners and enthusiastic Fox dealers.

There is every good-business reason why you should handle the Fox—

Therefore Get in Touch with Your Jobber

Find out about the new Ejector proposition and the Fox-Kautzky Single Trigger, and prepare to profit by supplying the constant and ever-increasing Fox demand.

THE A. H. FOX GUN COMPANY
4768 N. Eighteenth St., Philadelphia



COLD WEATHER'S COMING

While we may have some warm days yet before summer is over, September nights are chilly.

It is too soon to light the furnace, but NOT too soon to install a **WRIGHT'S TUBULAR DRUM** in the bathroom or bedroom. These Drums utilize the waste heat from the kitchen stove, which would otherwise be lost; and heat a room on exactly the same scientific principle of a furnace. They may be regulated by a damper placed in the pipe below. Fits 6" or 7" Pipe. Made in 10" and 14" diameters.

Well protected in a strong wooden crate.

SCHEIP'S PATENT STOVE PIPE is made for convenience both in shipping and storing. It reaches you in perfect condition, being well protected by the wooden crate; and after being in use can be taken down and stored away in a very small space.

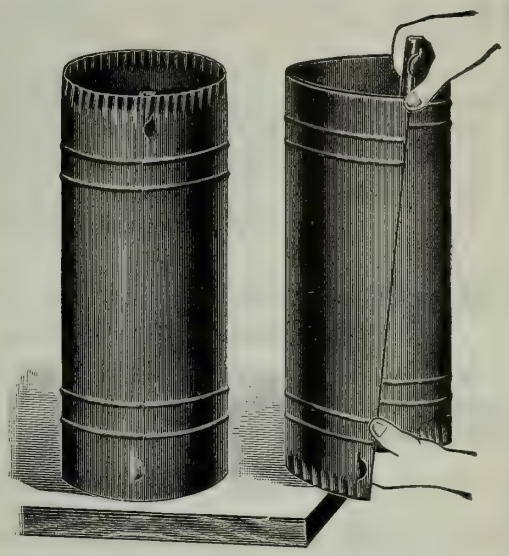
It is made to FIT and to be **SMOKE-TIGHT.**

6" and 7" sizes—guaranteed to fit.

Blue finished—well oiled—rust-proof.

We have lots of things you need during stove-mounting time. Tell us what they are.

E. T. WRIGHT CO., LIMITED
Hamilton, Canada



CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents
HAMILTON, OHIO

High-Grade Silverware and Table Cutlery

The Niagara Pattern illustrated herewith makes an immediate appeal to the buying public because of its exceptionally graceful lines and artistic simplicity.

It looks good to purchaser and never disappoints because it gives big service.

Let us give you full particulars and prices.



NIAGARA HOLLOW HANDLE



No. 611
NIAGARA TEA SPOON

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

You want Conductor Pipe that has a good straight seam and that can be put up without loss of time—well we make it, so order from us.

Eavestrough, elbows, ridge roll, valleys, skylights, ventilators and

CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

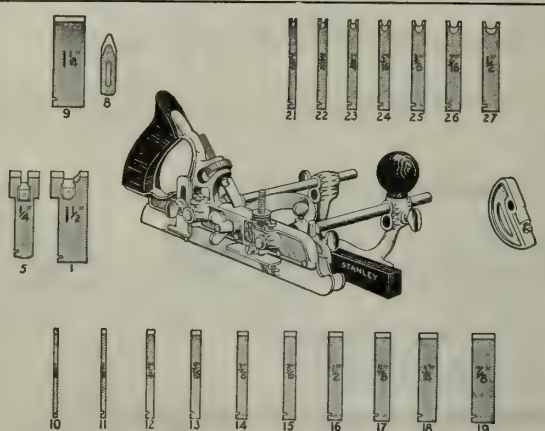
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable.

Send for catalogue giving complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Ramequin.



Casserole—Oval.



Shirred Egg Dish.

The Increasing Demand for Fine Table Service

will make the Hardware Trade especially interested in this new UNIVERSAL line.

Sandwich Trays and Sandwich Baskets, Fruit Dishes and Fruit Baskets, Cake Dishes, Cracker and Cheese Dishes, Muffin Stands, Relish Dishes.



Vegetable Dish—Round.

Casseroles, Bean Pots, Vegetable Dishes, Ramequins, Shirred Egg Dishes, Pie Dishes, Planked Fish and Steak Holders.



Cracker and Cheese or Sandwich and Relish Dish.

Rare beauty of form and design is a marked feature of these additions to the UNIVERSAL LINE of fine Nickelware. Their appearance decides the purchaser, while their construction and finish are of the type that gives long years of service, and makes enthusiastic customers.

Metal parts are seamless, strong, and finely finished in nickel or silver plate. Pottery and glass are finest quality.

When purchasing Holiday Goods, be guided by the trade-mark.

UNIVERSAL



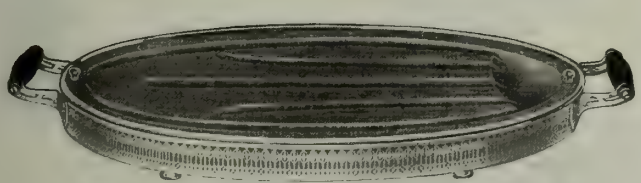
Sandwich Basket.



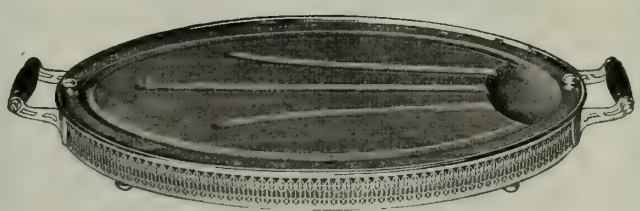
Cake Dish.



Fruit Dish.



Planked Fish Holder.



Planked Steak Holder.

Write to your jobber for prices or direct to us.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

Education that Means Profits for You

The Government, the agricultural societies, the big dairies, the cement companies, all are educating the farmer to use more concrete on the farm. This means that immense quantities of cement are bought by farmers every year. How much of this trade do you get? Progressive farmers everywhere have been taught the merits of

Rogers' Portland Cement

They prefer it and will give their trade to the merchant who handles it. Our quick deliveries will enable you to handle your trade with a small stock. Write for our agency plan.

Alfred Rogers, Ltd.
28 King Street West
TORONTO

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, SEPTEMBER 12, 1914. No. 37

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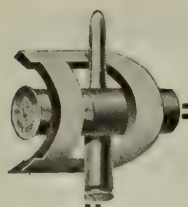
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HARDWARE AND METAL

Vol. XXVI. SEPTEMBER 12, 1914 No. 36

Trade Opportunities Created by the War

Statement Issued by Department of Trade and Commerce Shows How Trade With Germany Was Distributed, and Points Out the Chance That Now Obtains for Home Manufacturers to Secure This Trade.

THE Department of Trade and Commerce, with commendable enterprise, has issued a report on trade conditions arising out of the war, with the object largely of directing the radical changes involved in the breaking off of all commercial relations with Austria and Germany. Strong encouragement is held out of the possibility of Canadian manufacturers securing the trade which formerly went to foreign countries.

The report reads in part:

It is now possible to give a more detailed examination of the opportunities hereby presented for the extension of Canadian trade. The commodities enumerated herewith can no longer be obtained from these countries on account of the stoppage of their export trade, due to the war. Canada must henceforth, therefore, obtain these goods elsewhere. This presents two possibilities for increased trade in other directions:—

(1) Canadians may themselves make up a part of the deficiency thus created by increased production at home.

(2) Other countries, including the United Kingdom and other parts of the Empire, are given the opportunity of increasing their sales to Canada.

An examination into the kind of commodities comprised in Germany's exports to Canada will indicate in how great a measure each of these two prospects may be fulfilled.

Imports From Germany Into Canada.

Last year Germany's trade with Canada outstripped that of France with the Dominion, and as a result she ranked third among the countries with which Canada carries on trade, coming after the United States and the United Kingdom. In the year ending March 31, 1914, Canada imported from Germany goods worth $14,686,069, and she exported to Germany goods to the value of $4,433,736, thus giving a total trade with Germany of the value of $19,119,806. Of the total amount of goods imported from Germany, $11,176,198 worth was subject to duty, the remaining $3,509,871 worth being admitted free. It is thus seen that Germany up to the outbreak of the present war had obtained a material foothold in the Canadian market, which will be lost during the progress of the war. The deficiency thus created presents, therefore, an exceptional opportunity for the Canadian producer to supply to a larger extent than in the past the requirements of his home market. The significance of this opportunity can be best gained by inquiring of what this great body of Germany's exports to Canada consists.

Kinds of Merchandise Imported.

But a small proportion of Canada's purchases from Germany consist of raw materials or foodstuffs, the great bulk being comprised of finished manufactured products. It is this fact which causes Germany's trade with Canada to be considered such a lucerative one. For the most part Germany has been sending to Canada in the past considerable quantities of iron and steel goods, such as tubing, steel tires, cutlery, machinery, wire, etc., also a great variety of hardware, lamps, clocks, jewelry, electrical apparatus, scientific instruments, musical instruments, earthenware and glassware. All kinds of dry goods, cotton and woolen goods, hosiery, gloves, fancy goods, toys, dolls, buttons, combs, etc., have also been purchased. Drugs, chemicals, paper, paints, furs, tobacco and sugar and molasses also account for a large share of the imports into Canada from Germany. German manufacturers have established a reputation for careful and thorough workmanship and they excel in anything requiring minute execution and exactness of finish. If Canadian manufacturers, however, carefully study the situation and adapt themselves accordingly they ought to be in a position to supply a considerable quantity of what was up to the outbreak of the war formerly supplied by Germany. It might, therefore, be well to consider at somewhat greater length those commodities, by the supplying of which it is thought Canadians have a chance to gain through the check given to Germany's trade by the war.

Iron and Steel Goods, Hardware, Etc.

Perhaps one of the most widespread effects of the present war on the Canadian import trade will result from the cutting off of the supplies of iron and steel goods, hardware, etc., that have been coming from Germany. For the year ended March 31, 1914, iron and steel goods accounted for $2,824,900, or nearly one-fifth of the total import of German goods ito Canada. A great assortment of goods goes to make up this amount, among them being included tubing to the value of $539,130, and steel tires for locomotives, etc., to the value of $348,059. Of special significance are Canada's purchases of cutlery from Germany, which amounted for the year concerned to $379,890. This is second only to the imports of cutlery from the United Kingdom, and exceeds those from the United States by over $150,000. German machinery was last year bought by Canadians to the extent of $252,689, while other iron and steel goods imported included wire of a value of $140,523; angles, beams, etc., worth $185,138; billets to the extent of $68,728; tools and implements worth $66,724, and iron and steel ware proper to the value of $93,037. This great assortment of goods being no longer obtainable from Germany, it rests with the Canadian iron and steel manufacturers to see that a large proportion of them are supplied at home.

A great variety of small hardware has been exported from Germany to Canada every year. The Canadian tables do not enumerate the specific articles of hardware imported except in the case of iron and steel goods. The following figures, however, of the principal metals and manufactures thereof, other than iron and steel, imported from Germany last

year, will give some idea of the extent of the import trade in German hardware. The figures are comprised in large part of finished manufactured products:

Metal—	Value.
Brass	$130,389
Zinc	108,736
Copper	52,206
Tin	29,763

Miscellaneous Goods.

There were imported into Canada last fiscal year lamps, lanterns, chandeliers, etc., of German manufacture of a value of $137,710, and German clocks and parts thereof of a value of $129,790. It is in the manufacture of such articles, requiring thorough workmanship, that the Germans excel. Somewhat the same applies to jewelry, of which Canadians last year purchased from Germany to the value of $151,560.

The total import of electrical apparatus from Germany amounted to $204,388. Canadian manufacturers of electrical apparatus should be in a position to capture a good share of this total, as should also be the case with the $190,476 worth of musical instruments that were last year imported from Germany.

Chinaware and Glassware.

A large part of the imports of China and earthenware and glassware into Canada from Germany consists of articles for use on the dinner table. Thus out of a total import of china and earthenware of a value of $300,375, some $259,123 consisted of tableware. The same may be said to apply to the $276,221 worth of glassware imported from Germany in 1913-14.

Dry Goods, Textiles, Etc.

A reference to the table, appended below, of the imports into Canada from Germany will show that a large proportion of these imports is made up of merchandise usually classified under the head of textiles. Thus from the figures for 1913-14 we find the following:—

Wool and manufactures of	$1.004,964
Cotton and manufactures of	899,728
Silk and manufactures of	255,808
Flax, hemp, jute and mfrs of	70,385
Total	$2,230,886

The great bulk of this total is comprised of manufactured goods, the amount of raw wool, cotton, flax, etc., imported from Germany being not inconsiderable.

Hosiery.

Socks and stockings go up to make a large part of the above total. Canadians last year purchased from Germany socks and stockings of cotton to the value of $400,740; of wool to the value of $55,-

(Continued on page 37.)

A WORD TO CANADIAN PRODUCERS

Statement issued by the Minister of Trade and Commerce.

Canadians are intensely interested in the gigantic struggle now staged on the battlefields of Europe.

There is being fought out and there will be decided the mastership of the Old World—the control of the seas—the question of liberty and democratic government in Europe.

Though primarily a quarrel between three great European powers, it has developed into a war for the existence, integrity and supremacy of the British Empire.

The British Empire is now or soon will be represented on the battlefields by troops from the Motherland, Canada, Newfoundland, Australia, New Zealand and South Africa which releases British soldiers and substitutes her own in their place.

Involved in this war is the question of commercial ocean transport and overseas trade.

For years Germany has made superhuman efforts towards building up a great industrial system at home and a vast overseas trade with its attendant strong commercial marine.

Comparing 1893 with 1913, her industrial output has wonderfully increased, and the same is true in reference to her export of industrial products.

Her sea tonnage from 1,511,579 to 3,153,724.

Her foreign trade from $1,678,780,600 to $4,966,298,400.

In 1913 her exports were as follows:—

To Great Britain	$ 342,291,600
Canada	14,473,833
Australia	21,063,000
South Africa (British)	11,162,000
New Zealand	2,546,600
United States	169,741,600
France	187,996,200
Russia	209,440,000
China	29,226,400
Japan	29,202,600
South America	157,960,600
All other countries	1,227,862,387
Total	$2,402,967,000

Under present war conditions she has lost for the time being nearly all this trade; her industrial production has been greatly reduced and her commercial marine has been practically swept from the seas.

What this means to Germany, we can all see; a total loss during the continuance of the war and a long period of struggle after ensuing peace to regain even a part of her former proud and profitable position, and a probable total loss of her expensive and hardly bought colonial possessions.

What we do not so clearly see is that this immense void in production and distribution must be filled—others must step into her place to make and distribute what Germany has for the time been forced to surrender.

For the British Empire—home and overseas—the instant pressing duty is to possess itself of a generous share of the production and trade thus lost to Germany, and so to reap the advantages of a great industrial and commercial victory which shall in some measure compensate the costly sacrifice of war. Not only should we fill to the greatest possible extent the void thus created, but we should make our position so strong in these markets as to secure ourselves from our being ousted by Germany hereafter.

Whilst a comparatively small number of our manhood fights the battle for Imperial existence and control of our ocean highways, those who remain should, with spirit and energy throw themselves into the task of taking possession of the markets from which our enemies have been driven and supply them with the products of our own fields and factories.

Here is a peaceful field of operation in which we can carry on a bloodless but most effective and profitable warfare.

First let us fill as far as possible the call for the $16,000,000 worth of goods with which Germany and Austria provided us last year, and which will this year be absolutely debarred. And what we cannot supply ourselves let us purchase from Great Britain and the other parts of the Empire. Let us covenant together to buy goods 'made in Canada,' 'made in Britain' and 'made in the Empire.' Thus shall we give employment and the profits of production to the Empire's home workers.

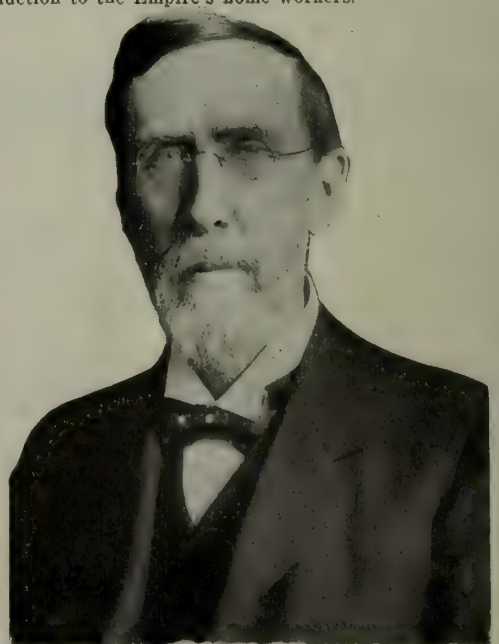
Then let us find out the details of what Germany and Austria has produced and sold to other countries and set ourselves to supply as large a part of this as possible.

Whilst our soldiers and sailors preserve our homes from attack and our ocean highways open and secure for transport, let us enter upon these abandoned markets and possess them as far as possible.

Here are markets for hundreds of millions of dollars worth of products, the making of even a portion of which will keep our industries going and give employment to hundreds of thousands of our people. If consumers determine to buy only Canadian and Imperial goods, and producers to provide them at lowest prices and of good quality, a co-operative work of inestimable value will have been begun.

Beginning with this number of the Bulletin will be published a series of statements designed to illustrate the opportunities which the present war conditions open to Canadian business enterprise and which the undersigned most earnestly hopes will be utilized to the full.

GEORGE E. FOSTER,
Minister of Trade and Commerce.



Sir George E. Foster.

A Splendid Store in a Western Town

Sidney Smart, of Melfort, Sask., Started in Melfort as a Working Carpenter and Now Conducts a Splendid Hardware Store—Has Faith in the Community.

THE store of Sidney Smart, hardwareman, is located at Melfort, Sask, the centre of a splendid mixed farming district. Hardware and Metal heard that Mr. Smart had entered the hardware field without previously having had any experience as a hardwareman. We thought it would be rather interesting to know just what prompted Mr. Smart to venture into hardware merchandising, and asked him to let the readers of Hardware and Metal know his reasons for doing so. Here is what he says:—

"I came to this place about ten years ago as a working carpenter, and was so struck with the chances and appearance of the land here, I decided to make this my headquarters. I worked for a while at my trade, and then decided to try my luck contracting. Well, things seemed to go well with me. I built several of the large public buildings, besides other work. Then last year I decided that as Melfort turned out to be what I expected, I should build a good block, as good as any in the larger towns, with the result, as I am told by several people, that I have as good a building as any between Prince Albert and Winnipeg.

"It has every modern convenience, including plumbing, electric light and steam heating.

"I personally do not run the store, but employ a manager, although I take a great interest in same. My motto has been ever since I opened up, and always will be: "Small profits and quick returns." And I think with that object always at the fore it should help out in this town.

"I may say that the crops in this district, although the year has been so dry, will yield as good as any in Canada. Sounds good for the black loam belt!

"I am glay to say that, although the year has not been very good to open up in, I find my business increasing, and I hope by next year I will have a good and satisfactory hardware store.

"I may say that my manager and I will be pleased to have traveling representatives of hardware firms call and see us any time they are passing through Melfort. We will give them a hearty welcome."

Mr. Smart's store is a model in many respects. In the first place, the Smart Block in which the store is located is large and attractive in appearance. The store interior is well equipped with wall cases, sample boxes, silent salesmen, etc., for displaying the goods. The metallic ceiling is a commendable feature. Farm and garden tools may be seen on wall brackets at the rear of the store. The stock is exceptionally well arranged, and is scrupulously clean. There is a place for each article, and each article is in its place. That Mr. Smart has unbounded faith in the future of Melfort and the surrounding districts is clearly evidenced by his action in erecting a large block and opening a ne wstore during a year when so many calamity howlers were abroad in the land. The store ranks very high among the many excellent stores which are located in the small towns in Canada.



Interior View of Hardware Store of Sidney Smart at Melfort, Sask.

TO GIVE 10 PER CENT.

Orillia, Ont.—Merchants of this town have nearly all agreed to give 10 per cent. of their cash receipts on Saturday, September 19, to the Patriotic Fund. They are also offering special inducements to encourage shopping on that day.

HARDWARE AND METAL

VOL. XXVI. No. 37 Toronto, Canada, September 12, 1914 Two Dollars per Year

COLOSSAL NERVE

THE same spirit which took the Germans to war is evidently being displayed on this side of the water by some German business houses with regard to trade. If the Kaiser has used the same judgment? tact? and foresight? in his campaign against Europe as is being displayed by one house with headquarters in New York in its endeavors to extend the volume of its trade with Canadian firms, his defeat will be a quick and ignominious one. It seems hard to conceive the colossal effrontery of any firm pretending to do business in a business way sending a circular letter to the Canadian trade making the inference that Germany is to occupy England and the seacoast of France within six months. Here is the opening paragraph of a letter received by a Montreal firm from the Otto Schlegel Mfg. Co., from New York under date of Aug. 29:

"Dear Sir:—

Owing to war conditions and the absolute certainty that no Yellow Schlag Metal or even Composition Leaf in books will come from Germany (the only place where it is made) for *at least six months or until the German Army has occupied England and the seacoast of France,* we offer to you for immediate acceptance some of the remainder of our stock, laying at our office in Montreal, consisting of the following:"

The Montreal firm which received the particular letter which has been shown to Hardware and Metal has been placing orders with this firm for considerable amounts, but the statement was made that they would go without altogether before they would buy in the same quarter again. The communication was quite obviously multigraphed and was no doubt sent out in considerable numbers.

WAR AND PAINT

THE advantages of the evolution of the paint trade from the dry colors and the store mixer to the labelled can and the color chart were never more pronounced than at the present time under the existing war conditions.

Many of the older hardware retailers will remember when the practice was for the busy house builder, or spring or fall renovator, when he ran out of paint to send little Johnnie down with a can and a piece of stick with some of the paint sticking to it and ask the hardwareman to get busy with his oils, lead and colors and fill the order.

The hardwareman did not like the job; the time taken to mix up the ingredients ate up his profits; the customer did not like the method, for he seldom got what he wanted. If trying to match old paint there would be a difference in the shade of the new batch quite probably, and even if the hardwareman got the right shade when it was put on, it would probably fade a little later. Uusually it was dissatisfaction in any event.

To-day the customer gets a can of paint—a certain color and number; and if he wants more he duplicates and he can be assured that he is getting what he wants without worrying about whether the shades of the new and old match exactly.

What of the old conditions at a time like this. To-day there is trouble with the supply of white lead, of zinc, of dry colors, of chemicals. Does the retailer worry? No. The manufacturer takes the chance and he supplies his trade as usual for he has stocks on hand to keep him going.

Consider what it would be if it was a case of handling the ingredients in the retail store to-day with the shortages of materials and the higher prices which would probably be charged and the difficulties of getting shipments.

To-day there is something for the trade to thank the paint manufacturer for.

THE TIN MARKET

SINCE the outbreak of war a great deal of interest has centred round the tin market. The exceedingly high prices which prevailed immediately following the outbreak of hostilities caused much apprehension on the part of manufacturers who used the metal extensively in the manufacture of various products. There were some men in the trade who predicted continued high prices ,while others maintained that Britain's means of keeping the trade routes open would have the effect of lowering the price after the first excitement of the war had subsided. It appears that the views of the latter were correct as proven by subsequent events. The excited war markets existing in August have given place to stagnant conditions, and heavy declines have taken place from the panic prices which were caused largely by a feeling that it would be impossible to secure supplies from abroad. There is at present no heavy demand for spot goods, and fears for future supplies have largely disappeared. It is quite evident that business and consumption has been seriously affected by the events of the past seven weeks.

Heavy declines have taken place at Montreal, at Toronto, and a New York report states as follows:

The market has declined sharply, on the efforts of sellers to sell spot and afloat tin, for which there seems at present no buyers. The demand from consumers has for several days been non-existent, and the information of good shipments from London has destroyed all fears of contracts for September not being delivered. Also the falling off in consumption gives the market the impression of being over-supplied, buyers entirely ignoring the fact of the heavy decline that has taken place, and which has put tin to a lower price than it would probably have gone had we not had the excitement of last month. There seems to be plenty of tin in England, and apparently importers are finding means now of bringing it here in very nearly the average quantities, in spite of the difficulties that have to be overcome in the way of financing these shipments. The eagerness to meet buyers on spot and nearby deliveries is now extending to futures. There is no difficulty in buying October-November for guaranteed deliveries, but absence of trading makes the price sellers would accept problematical.

The East Indies are not offering more freely, and all advices point to a production there within the next few months of not more than 65 per cent. of normal.

BUSINESS AS USUAL

A LARGE number of Canadian firms have adopted the "Business as Usual" slogan, and neatly printed cards bearing the slogan may be seen in many hardware and metal merchants' offices.

Canadian firms are endeavoring to adapt themselves to present conditions and as far as possible conduct their business as usual. During the early stages of the war there was a panicky feeling on the part of some men in the trade, but it is rapidly disappearing and all eyes are turned toward the silver lining to the cloud. A recent issue of the English Ironmonger in referring to the slogan "Business as Usual," said:—

Almost every trade and industry has had this catch-word dinned into its ears during the past week, and in many cases it has proved most helpful in checking the tide of panic which showed signs of setting in when war broke out. Some firms took fright at the mere thought of war and hurriedly discharged their staffs and closed up their works. Within a fortnight they were compelled to admit that they were panic-stricken and that the works might re-open with advantage to all concerned. Quite a number of firms, however, have been compelled to shut down. It is also evident that there are many concerns which deprecate the "business-as-usual" motto because their normal share of orders is not rolling in at the front door. To all such firms the advice given by a prominent advertising man to go out and seek business may be commended. For a time, at any rate, that advice is applicable to the electrical trader and ironmonger. He must see how his particular business can be adapted to the needs of the moment and how any local opportunities presented by the crisis can be turned to account. If he sits in his shop and wrings his hands he will get nothing.

SETTLE ACCOUNTS AS USUAL

WE BELIEVE most hardware merchants realize the need of keeping business as near normal as possible during the war. A few complaints are being heard from authoritative sources, however, that some who could help by paying their accounts are deliberately holding off doing so. This is not only an injustice to wholesalers and manufacturers who are straining every effort to keep collections up to normal, but it is calculated to cause an immediate money shortage. If persisted in it will defeat its own purpose and dealers who deliberately hoard up funds will find the practice will speedily react against themselves. They cannot injure the community at large without involving themselves. Our advice is to make settlements as usual and help to keep business normal. You cannot conscientiously ask your customers to pay their accounts if you do not practice what you preach.

NO PRECEDENT, THIS

THERE has been a tendency since the outbreak of war that caught the retailer unprepared in many of his Fall stocks, for some to consider this as a proof of the un-wisdom of the practice adopted this year of greater care in advance buying, a sparing discretion induced from an experience of other years when the shelves were heavily overstocked, and the late-season new lines were thus forbidden, and big turnovers rendered impossible. But repentance over the New Method of Buying is uncalled for. The war situation can be dismissed as an unprecedented set of circumstances and no counter argument. It is quite true that many goods ordered now will cost more; many cannot be obtained at all. But in studying the problem of Rising Costs of Doing Business, all must be impressed with the need for increasing turnovers to keep down selling cost percentages, and the tying up of capital in stocked-up shelves is working in a dangerously opposite direction. In fairness to the manufacturer, as a guide to his advance survey and advance make-up of goods; as a preventive of an overcrowding of orders just before the season opens and, consequently, late deliveries, there must be advance orders given and taken, but these orders should be decided on cautiously and based on an exact knowledge of sales the previous season, and leave a fair margin for the late novelty lines that now have become almost inevitable. Such a course will keep business on a more intelligent and safer foundation, which in turn will reach to the advantage of the supply house. A Pan-European war carries no practical lessons for the avoidance of a similar set of puzzling commercial conditions; it stands alone in its world-destructive isolation, a harbinger of no horrid offspring like unto itself, but the rather—as fervently the prayer will rise to Heaven—for a universal and grimly enforced reign of Peace upon the earth.

FALL FAIR TIME means extra business to the live dealer.

* * *

THE MAN WHO talks blue ruin to his customers should never have been a merchant.

The Annual War Against Feathers and Fur

Element of Chance in the Sporting Games Which Makes Sport —The Wise Hunter Reduces the Element of Chance by Using a Good Gun and Good Ammunition.

THERE are no two words into which more expression can be put than the "she snicked" of the hunter. There are the tragedies of the angler, whose line parts at the crucial moment when he is about to land one bigger than anything ever caught before; there are the expressions of the golfer, who displaces several quarter sections of atmosphere when he swings at the sphere of aggravation; there are disappointments wherever there is sport; but, to repeat, there is nothing in the English language which can describe the mental condition of the hunter who trails for hours behind his faithful pup, which finally flushes a fine bird, and then comes the moment for which the hunter lives—and then probably "she snicked."

It is the element of chance in the sporting game which makes sport. It is the amount of empty landscape surrounding a moving bird which makes the satisfaction of a good shot—but the wise hunter will reduce the chances of puncturing that empty air by all the means within the rules and etiquette of the game. The hunter who has several shells snick on him at the critical moment, and who thereby decreases the mortality rate for denizens of the game kingdom, will probably buy good shells when he makes his next purchase; the hunter who finds that birds which he should bring down go sailing over the next bluff is likely to consider getting a gun which is built to carry and penetrate at a proper range.

The moral is that a hunter should carry a good gun and shoot good ammunition—and if the hunter is to have the proper paraphernalia, then it is for the hardware man to be in a position to supply his needs.

And remember that the sportsman is only going to hear what you tell him. You have got to get his attention, in other words.

Now is the time to get after the sporting goods business. The annual war against feathers and fur is commencing. You want your share of the business, and you are not likely to get it unless you can attract attention.

At no time of the year can the window display be made more effective; at no time will there be more direct results from a novel idea. The man who goes shooting is not the man who loafs up and down the street examining everything that the merchants may desire to show him. He probably will not think about the ducks or the rabbits until you remind him of the fact that out there in the woods there is joy awaiting him.

Try to make your display an inspiration; try to make it arouse the sporting spirit and the love of the great outdoors. Out there the grass is turning brown; there is a tinge of color on the green leaves; the odor of autumn is in the air; the earth is brown and rich between the comb-like rows of stubble—in other words, it is the hunting season. Try to make your display the power that will bring these things to the top of a man's mind; make him remember that the pleasures of the hunt are just as green as they have always been.

For a sport window at this season it is good advice to put the goods which you want to show in the background. In other words, go out first to get the attention and let the goods sell themselves.

Anything that will give an outdoors idea is good. A figure of a hunter with



Suggestion for a novel fall-hunting goods window display.

jacket, hat and gun over the shoulder will draw attention.

A splendid display seen a year ago in a Western store had for its drawing power the clever reproduction of a wheat field from which the grain had been shorn, while in the stubble were several stuffed prairie chickens and ducks. The effect was produced by filling the bottom of the window with stubble pulled from the field and with the earth still adhering to the roots.

Another good hunting window arranged last season introduced a small duck pond and several live ducks. Of course, they were not wild ducks, nor did they look like it, but they formed the idea of a drawing display. It is something different which will draw the crowds.

But where it is not possible to work out something so elaborate, window displays can be arranged in which arms, ammunition and hunting accessories are set off with the handsome advertising material which the different manufacturers are always putting out with their goods. Most retailers will find that display material came to hand with their ammunition orders, and that it can be used to good effect.

Belgian Guns Dearer.

Retailers this season will be fully justified in charging higher prices for some of their guns, for advances of something like ten per cent. have been made in the trade on Belgian arms. Many of the shotguns handled in this country come from Belgium, and from now on it will be impossible to get them. There are also some reports that guns of other manufacture will also be advanced on the strength of the war situation, and that ammunition may also be dearer.

You should talk guns with the opening of the season. There will be time later for showing rifles when the big game season opens. Also make a showing of accessories. The sale of many of these articles depends upon showing them, for the hunter may know nothing about them until you give him the inspiration. There are rubber boots, waders, decoy ducks, rush blinds, shooting jackets, hunting knives, compasses, hatchets, axes, tents, camp cooking utensils and many other articles which the hunter is likely to need, and which he is likely to overlook unless you show them to him.

TRADE OPPORTUNITIES CREATED BY THE WAR.

(Continued from page 32.)

820; and of silk to the value of $47,316. A total imports of socks and stockings from Germany of the value of $503,876.

Woolen Goods.

Woolen fabrics worth $326,680 were imported into Canada last year from Germany. There was also imported outside garments of wool to the value of $101,299; woolen knitted goods worth $98,399; and woolen carpets worth $69,827. Purchases of German woolen goods have, therefore, been of considerable amount in the past, and now that this source of supply has been cut off an opportunity would seem to be presented for the extension of the Canadian woolen industry, the annual product of which amounts to nearly $5,750,000.

Cottons.

Turning next to cotton goods, the Canadian manufacturers of which produce some $24,500,000 worth of goods each year, we find that Germany last year sent to Canada cotton fabrics worth $140,241; lace to the value of $107,822; sheets, bed quilts, etc., of cotton to the value of $31,717, and cotton spool thread to the value of $25,027.

Other textile goods imported from Germany last year included silk fabrics of a value of $153,756, and linen goods worth $35,876.

Gloves and Mitts.

Gloves and mitts are an item of Canada's imports from Germany that has of late years shown substantial increases, and in 1913-14 amounted in value to $385,843. The war will have the effect of completely cutting off these imports of gloves and mitts; herein, therefore, it would seem is an opportunity for the Canadian producer. In 1910 there were thirty-five manufacturers of gloves and mittens in Canada, and they produced an annual product worth nearly $3,000,000.

Fancy Goods.

The total value of Canada's imports of fancy goods last year amounted to $4,879,431, and of this total Germany supplied $1,139,993. Of this amount, however, $581,009 worth, or over one-half, consisted of toys and dolls. Canadians derived over half of their supplies of toys and dolls for that year from Germany. During the progress of the war, however, they must seek elsewhere for their supplies of these articles. Other items imported from Germany under the head of fancy goods included lace and lace collars, valued at $156,100; hat trimmings, $121,033; fancy cases, $81,066; and braids, bracelets, cords, etc., $76,768 in value.

Two other large items in Canada's imports from Germany consist of buttons and of combs; of the former, $86,791 worth, and of the latter, $60,531, were imported during 1913-14.

Drugs, Chemicals and Paints.

The total import of drugs, dyes and chemicals into Canada from Germany during the last fiscal year amounted to a value of $785,852. Of this amount, however, the only dutiable item imported to any extent was medicinal preparations of which $59,512 worth were imported. Most of the other items consisted of articles such as could not be obtained in Canada. Germany also supplied Canada during the same year with $199,937 worth of paints and colors. It would seem that a large proportion of this might be obtained at home now that German competition has been withdrawn as a result of the war.

Furs, Hides and Skins.

Germany sends every year to Canada a large amount of furs and fur goods. In 1913-14 this amounted in value to $667,267. Over two-thirds of this amount however, consisted of undressed furs and was admitted free of duty. The imports from Germany of hides and skins other than furs amounted in the same year to $176,641.

Brooms and Brushes.

Canadian manufacturers of brooms and brushes have been seeking to extend their sales abroad, yet that they by no means control their home market is shown by an import from Germany in 1913-14 of brooms and brushes worth $45,276.

Rubber and Hops.

A considerable amount of gutta percha and manufactures thereof has been obtained from Germany in recent years. Last year this amounted in value to $150,945, half of which was made up of unmanufactured gutta percha and was admitted free of duty. The imports of hops into Canada from Germany in 1913-14 were valued at $63,413.

Prospects for Increased Interimperial Trade.

Some of the articles in the list of Germany's exports to Canada are of such a nature that Canadian producers cannot hope to make up the deficiency created by the stoppage of Germany's supplies. In these cases, however, there is an opportunity for other countries to increase their exports to Canada, and it is possible that this may have the reciprocal effect of increasing the demand in these countries for Canadian goods. It is to be hoped, moreover, that this may result also in an increase of trade between the different parts of the Empire. In the first place the opportunity is given to producers in the United Kingdom and other parts of the Empire to increase their sales to Canada. Thus assuming that Great Britain retains the command of the seas, United Kingdom manufacturers should send to Canada an increased quantity of cotton and woolen goods, hosiery, gloves, etc., also iron and steel goods, hardware, cutlery, etc., in those quantities and kinds formerly supplied by Germany and which cannot be as advantageously made in Canada.

The West Indies and other parts of the Empire also should benefit by the cessation of the import of sugar and molasses into Canada from Germany. For the last fiscal year this amounted to a value of $1,001,716.

Beautiful Panel Effects in 1915 Wallpaper Lines

These Promise to be More Popular Than Ever Before — Rose Still Holds the Lead—Yellows, Browns and Dark Greens Strong and Elaborate—Japanese Grass Cloths.

AFTER looking over the many beautiful materials which are offered in the 1915 line of wallpapers for interior decoration, the first, and the outstanding and lasting impression, is created by the great scope which is offered and the latitude permitted with regard to the use of materials, designs and colorings. While there are certain strong tendencies shown which have an influence in the schemes for certain rooms of the house, and while there are color effects which are strong in popularity, the whole trend is to get the desired beauty in the end without so much attention to the means. Never in the history of the wallpaper business has there been such an opportunity for a display of taste in the selection of the materials and the manner of their use, and in this connection there is the need for a thorough understanding of the elements of the art of decoration on the part of the salesman, for it is to him that a great many of the patrons of the wallpaper department of the store will look for assistance in making their selection.

Taste Rather Than Price.

There are papers at all prices—the range is greater than ever—but it should be remembered that price is not essentially the first consideration. Taste is more important. An expensive paper, while, of course, presenting the greater possibilities, can be made to look cheap by the manner of its use, while, on the other hand, there are cheaper grades which, if properly handled, can be made to present a beauty which overwhelms the matter of cost.

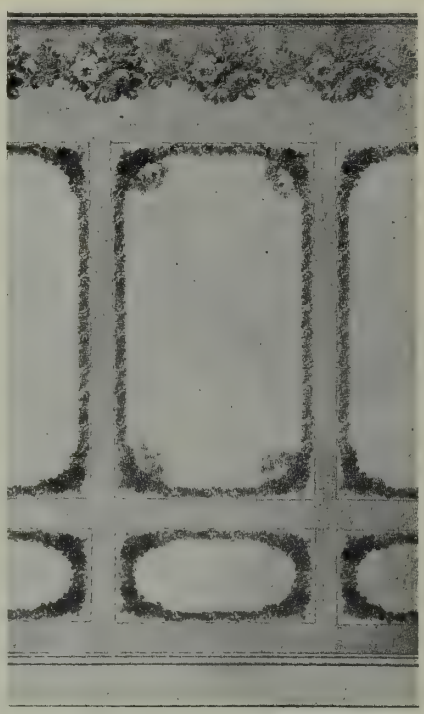
Panels Very Popular.

Even stronger than ever is the popularity for the panel effects, and this is seen in decorated schemes for practically all parts of the home, with, of course, a decided difference in the methods of handling. A beautiful bedroom is shown in the accompanying cut, which represents two panels crowned with a full rose border. The two-tone effect introduced in addition to the border is produced by the use of two harmonizing shades of the background paper. This border may be utilized in creating the usual upright panel, or with a little alteration on the part of the decorator an oval panel can be produced, thus giving wide scope for suiting the scheme to the shape of the room and the walls.

With the panels in bedrooms and reception-rooms the backgrounds are in soft shades of blues, greys and greens, with fine patterns which do not obtrude, and the relief is given in the borders, in many of which the rose is used with the relieving color of bright tone and small proportions.

Ever Popular Rose.

And here let it be said that there appears to be no flower in wallpaper decoration which holds its popularity like the rose. For this there is a reason: there is no other flower which can be put to the same uses, and, after all, there is nothing more outstandingly beautiful in the floral world. One might wonder why such flowers as the sweat pea, the fuchsia and others of outstanding beauty are not used in decoration and the explanation is that they cannot be reproduced in their natural appearance;



Rose border design showing effective use of floral border and panels on soft background. Note two shapes of panels and the two-tone effect between, as the result of using two shades of paper of the same material. Shown by Colin McArthur & Co.

in the words of the trade they do not "round up." The popularity of the rose border is something which is bound to last, and its use is always safe. Most of these borders owe their beauty to the contrasting colors, and the majority are cut out and used at the top of the wall. This style of decoration is particularly adaptable to apartments when the rooms are small, owing to the wide latitude which is permitted the decorator in the use of the borders and panels.

Yellows and Browns Strong.

For the living-rooms there is a wide variety offered to suit the taste of the individual, both in the range of colorings and methods of handling, with panels, friezes, binders, dados, etc. Here we find that there is a tendency to the use of warm shades of yellows, browns, and dark greens, with various patterns in panels, borders, etc. So far as the combinations are concerned the outstanding characteristic is harmony, and where high colors are used they are artistically shaded in.

For halls and vestibules the same materials find use with a difference in the methods of handling, the effect being more formal and borders and panels being restricted to designs in which lines rather than curves predominate.

The use of blue will find a very restricted use, for the very simple reason that it is very difficult to use with an effect that gives the impression of good taste. A bold blue is a very daring color for decorative purposes, and it only requires the example of showing how other colors contrast to prove that the use of this shade will not be extensive; not only is it difficult to find borders that will work with blue, but there is the same difficulty with regard to the draperies and the other furnishings of the room.

Two new and effective papers which are being shown are Japanese grass cloths, the most of which are in plant effects, with borders of Oriental design, and a paper with a mottled surface with something of the appearance of marble, but with the veinings much more indistinct. Both of these have a large variety of borders and panels, and there are many more ornamentations, while a very beautiful effect is produced in wide two-tone stripes, in which there is very little difference in the shades. With these, one of the new and effective borders is one which introduces the different precious stones, inlaid in solitaire or in chains.

Some Beautiful Friezes.

For beauty of design and harmony in color cold type cannot describe some of the latest panoramic friezes which are imported for the better trade. Some of these, which are reproductions of works of art and historical events, would pass for paintings, and nothing could be imagined more effective for the enhancing of the beauty of an apartment.

Practical Problems for Sheet Metal Workers

Article No. 2 of Series

By Chas. Seivers

Rectilineal Figures.

Rectilineal figures are those which are contained by straight lines. The straight lines are called the sides and the sum of the sides is called the perimeter.

Rectilineal figures contained by three lines are called triangles.

Triangles.

Triangles are classified first according to their sides, and according to their angles. At A-B and C in Fig. 1, we show first at A, an equilateral triangle, that is one that has three equal sides; thus if B-C, C-D, and D-B are equal the triangle D-B-C is equilateral. At B we show an isosceles triangle, that is one that has two equal sides, thus if A-D and A-C are equal to each other the triangle A-D-C is isosceles. At C we show a scalene triangle that is one that has three unequal sides, thus if A-B, B-D and D-A are all unequal, the triangle A-B-D is scalene.

Classified Triangles.

At A-B and C in Fig. 2 are shown triangles classified by their angles. At A we show a right-angled triangle, that is one that has a right angle. Thus if D-B-C is a right angle, the triangle D-B-C is right-angled. At B we show an obtuse-angled triangle that is one that has an obtuse angle. Thus if A-D-C is an obtuse angle the triangle A-D-C is obtuse-angled. At C we show an acute-angled triangle, viz., one that has three acute angles. Thus if the angles at A, B and D are acute angles, the triangle A-B-D is acute-angled.

The Hypotenuses.

Any side of a triangle may be called the base. In an isosceles the side which is not equal to the other two is usually called the base. Thus at B in Fig. 1, D-C is the base of the triangle. In a right angled triangle one of the sides which contains the right angle is usually called the base, and the side opposite the right angle is called the hypotenuse, thus at A in Fig. 2, B-C is the base and D-C is the hypotenuse of the triangle D-B-C.

The Vertex.

Any of the points of a triangle may be called the vertex, if one side has been called the base, the point opposite is called the vertex. Thus at C in Fig. 2 if B-D is the base of the triangle A-B-D, A is the vertex.

Quadrilaterals.

Rectilineal figures contained by four sides are called quadrilaterals. In Fig. 3 are shown different classes of quadrilaterals. At A is a square. A square has four equal sides and its angles are all right angles. Thus if B-C, C-D, D-E and E-B are all equal and the angles at B-C-D and E right angles the quadrilateral B-C-D-F is a square.

A Rhombus.

A rhombus is a quadrilateral that has all its sides equal, but its angles are not right angles. Thus A-C, C-D, D-E and E-A are equal, the quadrilateral A-C-D-E is a rhombus.

A Parallelogram.

At C is shown a parallelogram. A parallelogram is a quadrilatrel whose opposite sides are parallel. Thus if A-B is parallel to D-E and A-D is parallel to B-E the quadrilateral A-B-E-D is a parallelogram.

A Rectangle.

At D is shown a rectangle; a rectangle is a quadrilateral whose opposite sides are parallel, and whose angles are all right angles. Thus if A-B and E-C are parallel to each other, and A E is parallel to B-C all the angles A, B-C and E right angles, the quadrilateral A, B, C, E is a rectangle.

A Trapezium.

At E is shown a trapezium. A trapezium is a quadrilateral that has but two sides parallel. Thus if A-B and C-D are parallel the quadrilateral A-B-C-D is a trapezium. The line A-C in the rectangle shown at D is called the diagonal, a diagonal is a straight line joining any two opposite corners or angles.

A Polygon.

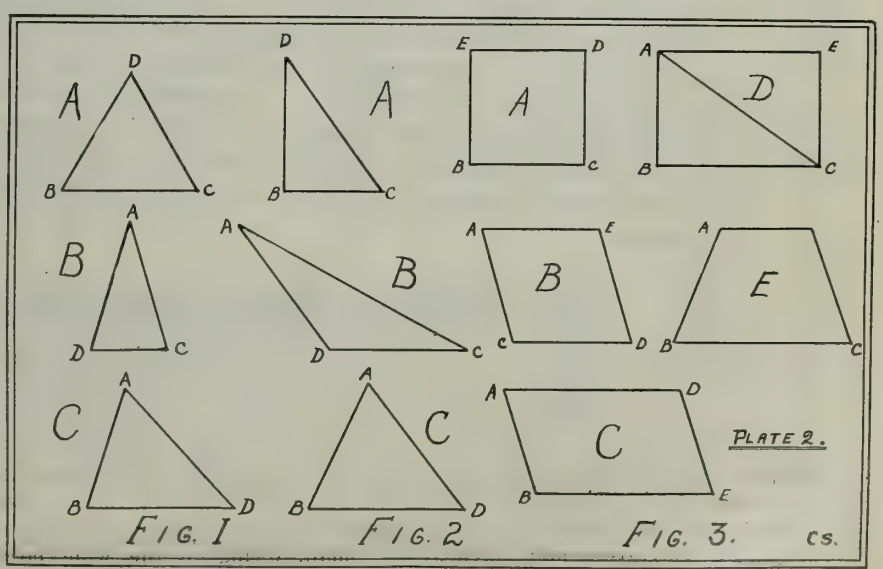
Rectilineal figures contained by more than four lines are called polygons. Polygons are named according to the number of sides.

A pentagon has five sides.
A hexagon six sides.
A heptagon seven sides.
An octagon eight sides.
A nonagon nine sides.
A decagon ten sides.

TWELVE THINGS TO REMEMBER.

By Marshall Field.

The value of time.
The success of perseverance.
The pleasure of working.
The dignity of simplicity.
The worth of character.
The power of kindness.
The influence of example.
The obligation of duty.
The wisdom of economy.
The virtue of patience.
The improvement of talent.
The joy of originating.



Our world-wide organization enables us to take care of our large business, now as heretofore



Mr. Walter H. Cottingham,
President,
Born in Omemee, Ont., in 1866

The Sherwin-Williams Co. of Canada, Limited, and their Subsidiaries are the largest Manufacturers of Paints and Varnishes in the British Empire. The Company owns and operates modern, well-equipped Factories in Montreal, Toronto, Winnipeg and London, England, and Oxide Mines at St. Malo, Que. The Company's Warehouses are located at the following important distributing centres:— Montreal, Halifax, Toronto, Winnipeg, Calgary and Vancouver, and also at London, Paris, Dresden, Vienna, Copenhagen, Sydney, Wellington and Bombay.

Our world-wide organization, in the face of the trying and unusual conditions created by the great European war, is able to promptly take care of our large business as heretofore. This is due to the fact that our Company manufactures all the important raw materials, such as Dry White Lead, Linseed Oil, Oxides, Dry Colors, etc., used in making paint and varnish products. We also manufacture our tin cans, boxes, and crates, and do our own printing, etc. Therefore, we are not in the unfortunate position of a number of manufacturers, short of raw materials and other supplies, due to the conflict in Europe.

The Company is entirely British, from the President to the Office Boy, and is controlled by Canadian and English capital.

Where quality has played its part

While organization and aggressive business methods have played an important part in the development of The Sherwin-Williams Co. of Canada, Limited, and their Subsidiaries, the greatest factor in its phenomenal growth has been the quality of the goods produced. Any business that aims to grow and grow steadily, must produce products that give satisfaction, and so make permanent customers. The Sherwin-Williams Co. of Canada, Limited, and their Subsidiaries have always striven to produce the very best in paints, varnishes, enamels, stains, colors, linseed oils, white leads, etc., and have spared neither expense nor effort, with the idea of improving their products where possible.

THE SHERWIN-WILLIAMS CO
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

The largest makers of paints and varnishes in the British Empire.

The importance of this industry to Canada and the British Empire at this time.

The policy of The Sherwin-Williams Co. of Canada, Limited, and their Subsidiaries is a progressive one. They are not content with the victories of to-day; there is a continuous, conscientious effort to produce new and better products and to study conditions carefully so as to be in a position to meet every paint and varnish requirement, be it for the householder, the practical painter, the manufacturer, the railway and steamship companies, in fact the innumerable industries that require paint or varnish in the up-keep and protection of their equipment, or the finishing of their products.

There is no necessity for any paint or varnish buyer to place his orders outside of Canada.

To-day Canada is largely thrown on her own resources. Sources of supplies outside of our Dominion, which we have been dependent upon, are cut off by the war. The fact that certain industries have not become established in Canada is beingkeenly felt. But in the case of the paint and varnish industry, our organization is prepared. The largest paint and varnish makers in the British Empire, with their headquarters in Canada, are well equipped to take care of every need of this kind that our population and industries demand. There is no necessity for any buyer to place his orders with foreign countries for paints, varnishes, enamels, stains, colors, white leads, linseed oils, or any similar products. The Sherwin-Williams Co. of Canada, Limited, and their Subsidiaries



Mr. C. C. Ballantyne,
Vice-President and Managing Director.
Born in Colquhoun, Ont., in 1867

manufacture every kind of product of this kind and can meet any demand for such goods with the best quality and the right price.

To-day it is necessary for the British people to stand together; by supporting Home and the Empire's manufactured products, they keep the factories busy and the money spent within the British Empire. This means added prosperity for all.

Let all Canadians adopt as their standard policy: "What you cannot buy in Canada, buy in the British Empire."

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The largest makers of paints and varnishes in the British Empire.

Junior Clerk's Page

DON'T CIVILIZE THE HOG.

By G. Darling, Adv. Mgr. G. F. Stephens Co., Ltd., Winnipeg.

SAD to relate is the following story: the story of how you can improve the bacon, but ruin the bristle:—

The gentle youth spends many hours before his mirror cultivating beard on chin and lip. He shaves, he creams, he powders, he watches anxiously for the early shoot. Eventually he raises a crop of bristles, which are designated by various terms, such as chops, spinach, alfalfa, weeds, etc., and these bristles grow in length, strength and unsightliness as time goes on. Despite this care and assiduous attention, the cultivation leads to no good commercial end, and it may be considered unproductive labor on the part of man.

How different it is with the hog. No sooner do you remove him from his wild environment and begin feeding and coddling him—teaching him how to eat, what to eat and where to sleep—begin bathing him, cleaning his teeth and otherwise practising on him all the lessons taught by professors of agriculture and hogdom, he retaliates by withdrawing his bristles so to speak, which is very foolish, as he puts on weight in so doing, and in due course is, through the kindly offices of mankind, turned into bacon and sundry other delectable dishes.

But that's the hog all over, eats to his own destruction, where he could starve and forego the delights of civilization, with no worse fate than an annual hair cut.

Is there a moral or a point to the above facts? There is!

The hogs of Germany and Russia are becoming civilized—that is, their owners are breeding them more and more for their meat than for their bristles. They are finding out that more money can be made from pork, bacon, pigs' feet, sowbelly, sausage, etc., than from bristles—hence the growing scarcity of good bristle and the steadily increased prices on the finished article, the brush.

Germany, Russia, Siberia, and China are the chief producing countries in the world, and the Russian bristles are the best of all for length, strength and all-round excellence. As the civilization of the hog progresses we can look for higher prices apart from any wars or rumors of war.

At the present time the greatest bristle markets of the world are closed owing to the war, and this in itself tends to make prices higher. The great brush manufacturers in the United States and Canada have withdrawn all quotations, and the situation is such that higher prices on practically every line of brushes will be seen in the very near future.

CONCENTRATION.

Concentration of effort goes a long way toward making what the well-informed man would call "a Live Wire." For no one can do himself justice unless he concentrates his mind on the task at hand. Centre your thoughts on what you want to do, then put on full steam, and you'll get that thing done, but be sure first that it is the proper thing that you have in mind.

If you are a salesman in a hardware store, and are trying to sell a customer an article, be sure, first, that you know the true merit of that article, and convince yourself that it is the proper thing for him to buy, and then concentrate all your efforts to get him to believe as you do, and nine times out of ten you'll "land him."

Salesmanship is one of the greatest accomplishments there is. For no other vocation calls for as many manoeuvres, and as much hard study, in order to reach perfection.

Great benefit can very often be obtained by character study, for no two persons are of the same likes and dislikes, and what might appeal to one would not appeal to another, so try to acquire the knack of "sizing up the situation," and centering your conversation thereto.

Anyone can sell to a customer the article asked for, provided he has that article, but it is the salesman who can plant the seed of desire in the mind of the customer for an article that the customer hadn't thought of, and through logical argument and explanation can cultivate that seed into a sale.

There have been many theories expounded in regard to how to make a good salesman, but according to my idea, the cardinal theorem for becoming a successful salesman is to learn your line of goods thoroughly, and then learn to convince the customer that you know what you are talking about.

Of course, personality goes a long way toward making a successful salesman, or a "Live Wire," for without that, to some extent, your other good qualities would be handicapped. For pleasing personality is one of the most essential qualities that a man can have, and can be acquired by study, for it is in reality the knack of being pleasant and agreeable, even under very trying circumstances, and possessing what is known as magnetism, which itself is only the gift of fluent expression, well directed by a strong mind.

All these things go toward making a good salesman and a successful man, and the beauty of it is that you can acquire these coveted traits by persistent study and hard work, so why not start from to-day and try to do better?

CONTRACT DEPARTMENT BUSY.

Hardware and Metal had a visit last week from S. L. Adolph, hardware merchant, Listowel, Ont., who came to Toronto to visit the Exhibition, and also to visit a number of manufacturing firms in Toronto with whom he is doing business.

Mr. Adolph says that he is quite busy in his contract department, and has enough work ahead to keep him busy until about the first of the year, but he cannot foresee whether he will have any work after that time or not. General business, he says, is about as good as last year. The farmers in the Listowel section have had the best crops in five years, and with the higher prices which are now prevailing, they will have a lot of money to spend this fall unless they are affected by the war scare. He instanced the price of hogs as one reason for believing that the present war is going to benefit the farmers. Even now hogs, live weight, are selling in Listowel at 10c per pound, and this is just one of the products of the farm on which prices have been increased.

Current News

Fire Losses.

Ottawa, Ont.—The Carleton Hardware Co. sustained a fire loss.

Hardware Firm Registered.

Montreal, Que.—Jos. Lacombe & Fils have incorporated.

Death of J. Richards.

Picton, Ont.—The death occurred at Toronto of John Richards, who for many years conducted a hardware business here.

Personal.

C. G. Beattie, of the Thos. Beattie Hardware, at Comber, Ont., was a visitor at the Toronto office of Hardware and Metal this week.

Death of T. W. Bannerman.

Lachine, Que.—The death occurred last week of T. W. Bannerman, of Bannerman Bros., cordage manufacturers.

Firms Incorporated

Vedora, Sask.—The Orr Hardware Co. has incorporated.

Saskatoon, Sask.—The Forbes Electric Co. has incorporated.

Business Changes.

Toronto, Ont.—Estate of W. R. Tait has sold to John Swann.

Toronto, Ont.—E. Maycock, hardware, has discontinued business.

Star City, Sask.—F. H. Sandford, hardware, has sold out.

Toronto, Ont.—J. W. Allan, hardware merchant, has discontinued business.

Birmingham, Sask.—C. C. Wright & Co. have been succeeded by Wright, Son & Smith.

Winnipeg, Man.—Leon Morris Hardware Co. are moving their stock to Estevan.

Vancouver, B.C.—Owen & Whaley, hardware merchants, have dissolved partnership, Mr. Whaley retiring.

Death of A. W. Smith.

Halifax, N.S.—The death occurred here of A. W. Smith, junior member of the hardware firm of George E. Smith & Son. Mr. Smith, who was thirty-six years of age, was the only son of Mr. & Mrs. G. E. Smith.

Bert, as he was familiarly called, was an energetic young business man, one of keen perception, and he also took a great interest in matters for the city's welfare. He was a particularly active militiaman; he took the deepest interest in all matters in connection therewith; he was a major in the Canadian Artillery and a few years ago his company led all Canada in artillery competitions.

Present, Ont.—During the recent severe storms the basement of W. F. Mickus' hardware store was badly flooded.

London Notes.

London, Ont.—Two hardwaremen here recently joined the ranks of the benedicts. The lucky men were Howard Crummer, of Cowan's Colossal Hardware, and Fred McLeod, of Westman's Hardware.

Stanley Ellery, of the Purdom Hardware Co. staff, was recently called to his home in St. Leath, Cornwall, England, owing to the serious illness of his father. Before leaving, Mr. Ellery was presented by the Purdom employees with a complete camera developing outfit.

Elemer Hurley has severed his connection with D. H. Howden & Co., and joined the staff of J. G. Steele & Co.

Fred G. Browne, of the Purdom Hardware Co., was skip on the rink that won the McNee Bowling Trophy at the London Rowing and Bowling Club annual tournament. The cup is now the permanent property of the Thistle Bowling Club, they having won it three years in succession.

Walter Hefferman, of the Nelson Hardware Co., Windsor, Ont., was a visitor at his home here during Old Boys' week.

Exhibition Visitors.

The following are merchants who visited Toronto for the Exhibition:—Robt. Smith and Mr. Schaefer of Smith & Schaefer, Bolton; A. Burns, of Haig & Burns, Lansdown; R. Blain, M.P., Brampton; W. B. Clifton, Alliston; Mr. Zilliax, mgr. Gravenhurst Hardware Co., Gravenhurst; W. J. Heard, Fenelon Falls; H. J. Thompson, Sharbot Lake; R. Clements, Clements & Co., Milton; R. Best, of Campbell & Best, Peterborough; M. S. Chapman, Pickering; D. E. Huffman, Jasper; H. T. Andrews, Orillia; Jas. Reynolds, Bancroft; Mr. and Mrs. This. Loughead, Gore Bay; Kenneth McLeod, of Thompson & Sutherland, North Sydney, C.B.; H. E. Moore, Oakville; E. I. Boyle and Wm. H. Boyle, of Boyle & Son, Napanee; C. Hurd, Footes Bay; C. Shamess, Spanish Station; S. Bonathon, Newcastle; M. Mason, of Mason & Campbell, North Bay; F. W. Sylvester, of Sylvester Brothers, Stouffville; Mr. and Mrs. Sargent, Claremont; Mr. and Mrs. Batty, of the Richmond Hill Hardware Co., Richmond Hill; W. J. McClung, Port Hope; Glen A. Henry of Glen H. Henry & Co., Oshawa; W. Burnsides, of W. J. Bowes, Markdale; J. McIntyre, Whitby; S. J. Fraser, of Fraser Bros., Bradford; C. C. Harriss, Brighton; F. H. Sheppard, Burlington; D. Cinnamon, Lindsay; Bert Roberts, of Carnegie Bros., Port Perry; Geo. M. Rice, Whitby; C. Zilliax, Listowel; Don Douglas, Campbellford; J. Henry, Orono; J. H. Bundy, Pickering; J. Hammer, Newsteadt; S. E. Eakins, Millbrook, and Frank W. Duncan, Flesherton.

Off for the War.

R. W. Paterson, managing director of the Winnipeg Paint & Glass Co., and Colonel of the 34th Fort Garry Horse, left for Valcartier in command of his regiment last Sunday night.

Mr. Paterson felt that he should go in charge of his men, and though the business difficulties must have been heavy, arrangements were made. Colonel Paterson undoubtedly took with him one of the best regiments that has ever gone out of a Canadian city. In the ranks are young lawyers, bank managers and business men—the sons of millionaires and the sons of working men walking in the same section. A number of the men have seen service. The whole regiment was given a rousing send off as they left the Union Station.

Colonel Patterson was tendered a separate farewell by those associated with him in the Winnipeg Paint & Glass. The intention was to get him some accoutrement which would be of value in the field. Difficulty was found in securing this, however, and Colonel Paterson therefore was presented with a purse of gold, and the request that he buy in England what he felt would be most useful.

New Hardware Goods

Offered Canadian Hardwaremen

"RED DEVIL" CIRCULAR GLASS CUTTERS.

Since the advent of the automobile, with its numerous and varied headlamps of all sizes, the demand for circular glass lights for these has increased to a surprising degree.

For the enterprising and economical motorist who wishes to replace his broken lights himself, the Smith & Hemenway Co., Inc., have just brought out what is said to be a most effective and handy circular glass cutter at the popular price of 50c. The makers claim



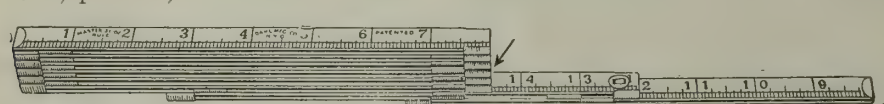
"Red Devil" Circular Glass Cutter.

it will cut circles cleanly and neatly from 2 in. to 20 in. in diameter—a larger size will cut up to 40 in., and sells at 75c. The illustration herewith will give a general idea of the cutter. It is simple, but very effective.

To meet the demand for a better tool of this class, Smith & Hemenway Co. are offering a circular cutter, style 263, with hand-honed wheels, which will cut sharp, clean circles from 2 in. to 22 in. in diameter. This is claimed to be a high-class tool in every respect; the strong metal base around which the cutter revolves is lined with rubber to prevent slipping—no unusual deftness is required to cut perfect circles with this tool.

MASTER SLIDE RULE.

The master slide rule is specially designed for taking quick and accurate inside measurements. It is adjustable on the telescope principle and enables correct adjustments which are hard to arrive at with the folding rule of the tape line. The makers claim that such a rule will be found of great benefit to carpenters, painters, mechanics and others



Master Slide Rule.

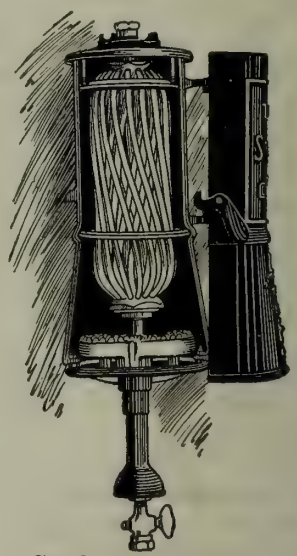
who may be taking inside measurements of doors, windows, boilers, furnaces, etc. There is a locking device on the rule which holds the whole rigid with the exception of the top section, and as each section is pulled out in turn the next is released. If the rule breaks the section can be conveniently replaced at small expense. The Dahl Mfg. Co., of New York, are the manufacturers, and Saunders & Wainwright, Nicholas Building, Montreal, handle the line in Canada.

STACK GAS WATER HEATER.

The James Morrison Brass Mfg. Co., Toronto, recently completed the purchase of the Canadian patent rights to manufacture the Stack Gas Water Heater. The makers claim that an examination of the Stack Heater will show a coil that is a distinct departure from the spiral or wound copper coil. The heater is substantially constructed, the tubes being 5-16 inch twenty gauge seamless copper tubing, very soft and tough allowing of a free expanding and contracting due to rapid and severe changes of temperature under operation.

The style 2 Stack Heater, which is the regular standard size, contains forty-eight lineal feet of tubing, and an actual area of 1.82 square inches through the coil. The difference in area of the circulator supplying heater and from heater to boiler of three-quarter inch pipe, is significant. Within twenty seconds after the burner is ignited the circulation is started. The quickness of circulation is said to overcome the possibility of the coils becoming annealed due to overheating of the water and the consequent pitting of the lower section of the coils from this condition, and also has a tendency to scour the coils out, preventing the liming of coils from hard water condition. The makers claim that the Stack heater absorbs the highest possible amount of heat units from the gas in the heating of water under circulation. The coils are securely built up. At the top and bottom is a cone-shaped drilled manifold into which the tubes are forced then riveted similar to a tube in a steam boiler, the manifolds first being securely fastened together by a torsion rod, which is for the sole purpose of overcoming stress at time of installation from plumber's wrench, etc. The coil upon being all assembled, is given an application of tinning compound which covers the manifold and coils at top and bottom for about two and one-half inches, overcoming the action of condensation or sulphuric acid deposit carbon from eating away the copper and destroying the usefulness of the heater.

The heater is made to operate on both natural and artificial gas. Special tubing is used for heaters going to sulphuric gas districts, where ordinary copper tubing would be very short lived. The heater has a burner capacity of fifty-five cubic feet of gas per hour, and considering the service rendered it is said to be the consumption of gas is remarkably small.



Stack Water Heater.

To the Front.

Norman G. Stinson, a shipper in the employ of the Sherwin-Williams Paint Co., Toronto, has gone to Valcartier with his regiment.

James Mercer, employed in the shipping department of Stewart & Wood, Toronto, has left for Valcartier.

Gerald Morse, son of F. Morton Morse, president of the Miller-Morse Hardware Co., is one of those who have gone to the front with the 34th Fort Gary Horse, the crack Winnipeg regiment.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The business outlook appears to have brightened considerably during the past week and the trade generally is more optimistic than formerly. Business is not brisk, but all agree that it might be a great deal worse. Reports indicate that merchants in the smaller towns are more inclined to buy than they were two or three weeks ago. Visitors coming from country districts to Toronto Exhibition report that business is holding up well and the war has not affected hardwaremen in the country towns to any great extent. The recent cool weather and the rapid approach of fall has stimulated the demand for fall goods. The recent good news from the war zone has had a good effect on trade, and the outlook is much brighter. The metal markets are quiet. Tin has declined considerably. Antimony is down, while copper and lead remain unchanged. The Taylor-Forbes Co., Ltd., Guelph, have sent out notices advising the trade that they have not recently withdrawn or advanced the price on any lines of product they manufacture.

MONTREAL.

MONTREAL, Sept. 10.—There has been a noticeable, and in some lines marked, improvement in business throughout the hardware trade during the week as reported by Montreal wholesalers; this extends not only throughout the general lines of shelf goods but also to the heavy metals and metal materials which are usually rather slow to feel the betterment in demand. For the improvement there are two factors mentioned. On the one hand the better reports from Europe, added to the continued assurance of safety on the high seas with confidence returning, while on the other hand high prices which are being paid for farm produce, bringing a stronger feeling in the country districts. Generally the trade before the outbreak of the war was short; for some months had been on the hand to mouth basis, and although purchases are still narrow, and there is no inclination to load up, the fact remains that where the demand improves orders are at once forthcoming. Country trade is reported at the present time to be about normal for the season of the year, and while in the cities things are still rather flat, there are reports that during the past few days the offensive attitude of the allies has had a noticeable effect on the orders placed with the city travellers.

During the week there have been few price changes and the trade has generally pretty well adjusted itself to the conditions as they exist; there is nothing on the immediate horizon to denote change, but then war conditions such as exist must be considered as merely the conditions of the moment.

Seasonable Lines Moving.

Arms and ammunition are moving to the trade in a very satisfactory manner and the turnover is quite up to normal. Sporting goods dealers find a demand for football paraphernalia. Other lines moving are cow ties, halter chains, lanterns, skates, carriage heaters, axes and axhandles, while a few sleigh bells are also going forward.

Metals.

Situation in metals is generally firm, although in iron and steel this may be taken as partly due to the fact that producers are holding to contract prices and curtailing production rather than flood a market when the home demand is comparatively weak.

Further reductions are noted in the price of tin, which is now quoted at 35c to 41c, according to quantity, and lower prices are also in order for antimony, the range of the latter now being $18 to $20 the ton. Solder is quoted about the same as a week ago, but is inclined to be weaker. Present basis is:—Commercial 25c, half and half 27c; 50-50 30c, wire solder 32c, and wiping solder 25c. Lead pipe is the same at 7½c with 2½ per cent. off, and lead waste-pipe at 9c with 2½ per cent. off. There is some spread in the range of prices on zinc and some firms are quoting higher ranges for sheets and plates.

Nails, Screws, Wire, Etc.

Although there has been an advance in the price of wire in the States, the base for nails remains the same and for this the weakness of the demand is no doubt responsible—and the weakness is the consequence of the curtailment of building programs. Screws, rivets, etc., remain at the same prices and there is not a very strong demand.

Wire for Hay Baling.

The big orders which are being placed for baled hay for the military camp at Valcartier is having an effect on the demand for baling wire, which is going out freely. All kinds of wire are firm in price.

The advances in glue have not been fully adjusted owing to the part played in this department by imported lines.

New prices on cotton twine and wringers are being awaited. On the former the old prices have been withdrawn and on the latter there are new discounts to go into effect which have not yet come forward.

Prices are very firm on paint brushes but they have not yet advanced.

Rope and Twine.

Situation for rope and twine of hemp, jute and Manila is very firm and the list stands without further readjustment. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 feet to pound, 11c; standard Manila, 550 feet to pound, 9¾c; standard, 500 feet, 9¼c.

German Alarm Clocks Dearer.

The Globe alarm clock of German manufacture has been advanced from 50c to 55c. This is one of the cheapest clocks on the market, and the advance does not interfere with the relative position of other makes.

Stoves and Tinware.

Tinware remains in the same position and prices are firm despite the decline in tin. Tin has now come down to a commercial basis again, and the higher prices were largely speculative. Present prices are not low in relation to tinware quotations. For stoves and furnaces, and particularly the latter, there is an improvement in demand which is fairly satisfactory under the circumstances.

TORONTO.

TORONTO, Sept. 10.—Merchants from the country who have been in Toronto for the Exhibition do not bring tales of unusual quietness. That they expect to do a good business this winter is shown by the orders they have placed with wholesalers during their visit. Despite this, there are those who state that business is quiet. A condition of watchful waiting exists on the part of manufacturers. The higher prices which followed the declaration of war have hindered business in a few lines. There is talk of nails and screws being advanced, which does not appear to be warranted by the amount of business being done.

The recent heavy rains, followed by a cold spell, have created a demand for fall goods, such as oil, gas and electric heaters, etc.

A reduction in freight rates west of Port Arthur was announced by the Grand Trunk Railway on Wednesday, a fact of considerable importance to Western merchants who buy in the East. Other railways are likely to follow the action of the Grand Trunk.

Metals.

The metal markets are still quiet, and only a limited amount of trade is passing. Prices are settling, and a number of declines have taken place. All agree that the advances of a few weeks ago were overdone. The greatest decline has been in tin, which is now quoted from 37c to 40c at Toronto. Copper remains unchanged; spelter has declined ¼c per pound; lead and aluminum remain unchanged, while antimony is now down to 15 cents. In sympathy with tin, solder has also declined in price. Tin plates have recently advanced 50 cents per box.

Galvanized Sheets.

During the last few weeks prices of sheets have advanced 20c per 100 lbs., which is equal to $4 per ton, owing to difficulty in securing spelter from Europe. The price of sheets had dropped very low, and American manufacturers availed themselves of the opportunity to raise prices to a point where they would be profitable. They were able to do this owing to the supply from Europe being cut off. It is understood that a 5c rise occurred this week, but did not affect the price to the retailer. The following prices are being asked for galvanized sheets:—

B.W. Gauge.	Queen's Head.	Fleur-de-lis.
16-20	$3.80	$3.45
22-24	3.85	3.55
26	4.10	3.90
28	4.35	4.10

15c and 10c for smaller than case lots, for Queen's Head and Fleur-de-Lis respectively.

Seeking a Market Within the Empire

An authorized interview by Hardware and Metal representative with Percy G. Donald, a special commissioner, who is visiting Canada in the interests of British firms.

Percy G. Donald, special commissioner of the hardware trade in Great Britain to Canada, states that all German hardware lines can be reproduced in England. Mr. Donald has been sent to Canada since the beginning of the war, not to sell to the Canadian trade, but to buy from the manufacturers of metal goods in this country. He is the direct representative of a syndicate of hardware and metal firms in Great Britain, and indirectly he is making an investigation of the facilities and the resources of the different parts of the Empire to supply the demand of England, which has been filled from Germany to the extent of a couple of hundred millions of dollars a year.

Mr. Donald gave an interview to Hardware and Metal regarding his special mission, and then, at a special request, he spoke of the position of the British makers of metal goods to supply the articles which Canada has been receiving from Germany.

"It may take a little time and it may mean more expense initially with regard to some lines," said Mr. Donald, but he continued emphatically, "there is not one article in the trade made in Germany that we cannot duplicate or replace."

He produced a miniature of the catalogue of one of the big British hardware houses and said "There are 12,000 articles in that catalogue alone, and since I have been in this country I have not had an inquiry about anything that it does not cover."

Mr. Donald stated his willingness to give information to any person in this country who might make inquiry about any article secured from Germany which it may be desired to replace or duplicate. Great Britain could or would do it, he said, for the buying of German goods was simply a question of price.

Buying Goods from Canada.

The primary object of Mr. Donald's visit to Canada, however, is in the interests of a syndicate of British firms seeking a market within the Empire, if possible, for the metals and metal manufactures which have been secured from Germany. In this connection he states that it has largely been between Germany and the United States so far as Great Britain is concerned, and at this time, with Germany eliminated, there is an opportunity for Canada to get a big share of the business.

"It is between the United States and Canada for a good share of the business," says the British commissioner, "and during my visit here I have already placed some substantial orders."

"In what lines should Canada be particularly interested?" was asked.

"Canada has the raw material for many of the lines we need, and the labor should not be so high as the United States. Particularly I have been thinking of tubes and wire nails, and of the latter England imports 100,000 tons a year. Supplying wire nails would mean the manufacture of wire, and a market for this material and other products made from it."

"How does Canada stand on the question of competition?" was another question asked.

Mr. Donald saw it largely as a question of output and freight rates. The business could not be successfully worked up if there were to be higher freight rates in the winter when the St. Lawrence is closed. There would be no use in trying to get the materials for seven months of the year from Canada and five months from the United States; a supply would have to be guaranteed the whole year round.

As to the solution of this problem of transportation, Mr. Donald believed that to be largely up to the Government.

Appollo Brand.

14-gauge	$2.80
16 „	2.95
18-20 „	3.10
22-24 „	3.20
26 „	3.40
28 „	3.70
10¾ oz.	3.90

Wire, Nails and Screws.

An advance in the price of American steel has stiffened prices here, and an advance in spelter is affecting galvanized wire and sheets. Wire is still being quoted at $2.20, and a good demand for hay wire is being experienced. Nails remain at $2.25 base. Discounts on screws are unchanged, but manufacturers are not inclined to book ahead at these prices.

Sporting Goods.

With the approach of the fall hunting season the demand for guns and ammunition is being felt, and orders are coming in plentifully. The despatch of troops from this country has stimulated the demand for revolvers and cartridges. Sales of guns are quite up to the average. Orders are coming in for skates, and it looks as though there will be the usual demand, though supplies of German skates may be hard to secure.

Cordage.

Cordage prices have changed practically none during the week. Jute packing, fine, 30 ends to ¾ inch, is quoted at 9¼c, an advance of ½c. Manila rope, sash cords and oakum remain the same. Business is described as "seasonably good."

Oil.

Oil prices are unchanged, and there is nothing to indicate changes one way or the other. Oil companies admit business is quiet, and that conditions will not warrant higher prices.

Stoves.

Business in stoves has improved slightly. A very fair business is being done in furnaces. Large orders are not coming in booked ahead as in other years; merchants are ordering them as required. Heaters have not begun to move yet. They are usually quiet until the last minute, but the colder weather of the past week should create a demand.

LONDON.

LONDON, Sept. 9.—The cool weather is helping London people to live up to the "Business as Usual" motto. Trade is much better here this week. Many fall lines, including axes, roofing, lanterns, stove boards and weather strip are now selling. Although interest in the war is as keen as ever, a great deal of the excitement shown at first is lacking, which no doubt steadies and helps business considerably. Prices remain firm with the exception of linseed oil, which has been reduced five cents per gallon, making prices:—

	Per Gal. Raw.	Boiled.
1 to 2 bbls.	65c	68c
3 to 5 bbls.	64c	67c
6 to 9 bbls.	63c	66c
5 gal. lots	72c	75c

Turpentine.

The market for turpentine is weak and the demand very light at present. Quotations remain unchanged as follows:—

1 bbl. lots .....67c per Imp. gal.
2 to 4 bbl. lots .....66c per Imp. gal.
5 gal. lots .....74c per Imp. gal.

Building Materals.

Building trades are quiet here at present and the demand for materials is limited. Wire nails are quoted at $2.25 base; cut nails at $2.70 base. Plaster of Paris at $2.50 per barrel. Whiting is quoted at 1½c per pound.

Fall Goods.

The recent cool weather has caused a demand for stove boards, coal hods, oil heaters, stove mats, roofing, etc. The majority of booked orders for fall have been shipped.

ST. JOHN, N.B.

ST. JOHN, N.B.—The September 1 weekly news letter of St. John Board of Trade says:—

While general business has been somewhat dislocated by the war, the crops of the province were never in better condition than they are this year. This is particularly the case with potatoes, the estimated increase in this branch being at least one quarter over last year. All other root crops show up well. The European war may necessitate the shipment of some of our crops to France and Belgium, as those countries have been devastated by the military movements now in progress.

While the people of this city realize the gravity of the war situation, they are not allowing it to interfere any more than is necessary with their regular business routine. Public works are being pushed forward with all speed, and private enterprise is supplementing public effort to the best of its ability. The directors of the Exhibition Association, believing that the exhibition will have a stimulating effect at a time when people are inclined to feel depressed, have decided to go on with their exhibition programme.

In another week's time the plant of the Canadian Wire Nail Company in West St. John will be in operation. Manager Marvin says the raw material for the works is on its way. All the machines have been set up, the engine tested, and only a few details now remain to be adjusted before manufacturing begins.

The Board of Trade has received a number of inquiries from United States manufacturers with respect to industrial opportunities here. It is evident that the American manufacturers are reaching out for some of the business that was formerly carried on by Germany. There would seem to be good opportunities along this line for Canadian manufacturers when conditions become a little better settled.

WINNIPEG.

WINNIPEG, Sept. 9.—Again the market has been featured by a number of changes, only one of these being in a downward direction. Indications are that the firm tone will continue, and that before many weeks have passed several other lines will rise.

Generally business is on a better footing than might be expected under the present war conditions. Not only are orders coming through quite satisfactorily, but collections are keeping up remarkably well. One house, which follows the principal of setting a certain mark at the first of each month, as something to be reached, both in business and collections, states that this mark was attained in August. For September, to date, both earnings and collections are ahead of schedule. To give a correct impression of business conditions, however, it must be stated that this firm set its mark considerably lower this year than in 1913.

Grain Grading Higher.

Though harvesting is being carried on satisfactorily, very little money has as yet come to the farmer for his grain. On the whole, however, indications are that the yield will be larger than was at first expected; moreover, that the grain will grade higher. There are certainly districts in the West where the crop has been so poor that farmers will not be able to pay their bills. Dealers in these districts will not be in the best position. There are only a few localities where this is true, fortunately, and by reason of the high price of grain, it would seem that the dealer in most districts is going to be able to collect better than ever before. There is no doubt that the dealers are alive to the necessity of getting in every possible dollar.

Plate Glass Up 10 Per Cent.

Plate glass has been advanced this past week about 10 per cent., the discount now being quoted at 40 per cent. off. As a matter of fact, the plate glass market has been up since the 1st of July. Local handlers, however, have hesitated to advance their prices in accordance.. Present conditions, however, make this absolutely necessary. White lead remains steady at the new price. Paint is being held at the old quotation, and may be expected to remain there until the first of the year.

Canada Plates Will Rise.

By reason of the advance in metals, Canada plates are expected to move upwards. It cannot be certainly announced when this advance will take place, but dealers who need a further supply would do well to put in their orders at once. The impression is that tin plates will remain steady, recent advances here having taken care of the advances in the raw metal.

Solder Drops Sharply.

There is no change in the tin market this week. The greatly lower price fixed last week still obtainable. In view of this solder has dropped from 14c to 15c a pound, as was predicted in our last report. These seems a likelihood, however, that tin will advance again, since the unseen supply which came on the New York market, and which brought quotations down with a run, is by no means large. When this is once exhausted, prices seem very likely to soar again. Solder would then follow.

Nails May Advance.

It is expected that nails will go somewhat higher as a result of the war. If Western wholesalers cannot get a better price from the manufacturers than they are now doing, an advance is certain. The likelihood of their getting this better price is said to be small. Eastern manufacturers, in fact, may quite likely feel the necessity of making some advances themselves.

Stoves are moving very much better during the last few days. Many dealers did their ordering late this year, but they are now getting in a larger supply, and it is very evident that they are doing a good deal of selling to the farmer and townsman. It must be admitted there is a tendency this year to favor the more moderate priced model.

Two British reservists who were in the employ of H. S. Howland, Son & Co., Toronto, left immediately war was declared, and are now at the front.

Paint Department

The Importance of the Paint Department

Some Dealers Do Not Realize the Importance of Their Paint Department and Allow it to Run Itself—The Value of Advertising.

Written for Hardware and Metal by the Sales Manager of a Canadian paint firm.

A GREAT many hardware dealers do not seem to quite realize the importance of their paint department. It is in many cases allowed to run itself, Mr. Dealer saying to himself, "Well, the paint manufacturer is doing all the advertising and all I have to do is to hand out the goods when an inquiry comes." This stand, however, is entirely wrong. The paint and hardware dealer should take every advantage of the publicity afforded him through his handling a well-advertised line of goods and should keep them to the front at all times.

Any hardware man to-day, who has been so fortunate as to have secured one of the well-advertised lines of paint and varnishes on an agency basis, will certainly admit that he gets more good and practical advertising with the proposition generally than with any other line in his store. In the first place, his goods are kept up-to-date in appearance, he gets window trims and all kinds of store decorations, outside store signs, newspaper and bulletin board advertising, and then there is the all-important consumer mailing list, through which his customers receive by mail every now and then, pieces of advertising with his name printed plainly on it. Mr. Dealer surely realizes that all these things help to advertise him, not only in his paint department, but his business generally.

The writer has in mind many cases, but one case in particular where a man starting up in the hardware business took a certain line of paint because it was well advertised, and he was far-sighted enough to see that the well-advertised line of paint would help him in more ways than one. This case was followed up and it was found that his business developed wonderfully, not only in his paint department, but in all departments, and a splendid hardware business was built up in three years; and he admits to-day that it was through the good advertising done by the paint manufacturers whose agency he had secured.

Advertising costs the manufacturer money, but is always supplied free to the dealer. Some dealers do not seem to

(Continued on page 50.)



An attractively arranged display of ready-mixed paint in the show window of the H. H. Bradfield Paint Store, Toronto. The miniature house in the middle of the display attracted considerable attention.

IN TIME OF WAR PREPARE FOR PROSPERITY

There is no good reason for Canadian business men to be unduly apprehensive of the consequences of this war on commercial conditions in this country, for it is becoming more apparent every day that Canada is in an extremely strong position in the present crisis.

With a spirit of optimism **The Martin-Senour Co.** is preparing to reap their share of the natural expansion of trade which present conditions are certain to bring about.

The building of a splendid new factory doubling our present floor capacity is under way.

An **Advertising** and **Sales Promotion** campaign, specially arranged to aid our **Dealer Agents, comprising everything helpful, will be carried out.**

After the war the name **Martin-Senour** and their **quality** products will be better known than ever, and **Martin-Senour Dealer Agents** will of course reap the benefit in **larger sales** and **increased profit.**

The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO

Sell a White Enamel Finish that will *not* turn yellow.



You want to sell your customers a white enamel finish that will not fade, turn yellow, crack nor check.

You want to sell a finish that will please your customers—a finish that will always look bright and new and one that is unharmed by frequent cleaning with soap and hot water.

Luxeberry White Enamel

WHITEST WHITE-BERRY QUALITY

is such a finish. It gives all woodwork a lastingly beautiful, porcelain, white finish.

For floors, stair treads and other interior woodwork subjected to severe wear, sell Liquid Granite—tough and wear-resisting to an unusual degree.

Berry Brothers' Varnishes are known the world around as varnishes that give the utmost in satisfactory service. They have the confidence of the world's largest varnish users—of the best painters and decorators everywhere. Tie your store and your name up to this world-wide reputation. Write to-day for our co-operative dealer proposition.

Established 1858
Walkerville, On .

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Branches in principal cities in the world

Weekly Paint Markets

MONTREAL.

MONTREAL, Sept. 10.—Although the outlook for the future has not cleared to any material extent so far as imported materials used in the manufacture of paints is concerned, there has been a settling influence at work during the past week. Continued improvement in international commerce and some assurance of development of new sources of supply in the event of continued hostilities are having their effect, and coupled with this the market for the staples has remained steady.

Business is quiet for the season of the year, but fairly satisfactory under the existing conditions. In the trade orders are still being taken on the basis of delivery prices, and no forward bookings are being accepted at the existing market.

Linseed Oil.

Steadier conditions have prevailed in this market, and prices remain the same as a week ago, a slight spread in the quotations between different firms continuing. Prices are 63c and 66c to 64c and 67c, while the spot quotation at the refinery remains at 62c for raw and 64½c for boiled.

Lead and Colors.

With the embargo continuing on white lead this commodity is very strong on the same basis—$8.65 and $8.45 in ton lots. Orders are not being taken for future delivery, except at contingent prices. Red lead and zinc are very firm also. The situation as regards dry colors and chemicals remains about as a week ago. Tension is relieved by the fact that manufacturers generally have good stocks on hand, and will be able to operate for some time, while new sources of supply are certain to be developed for many lines. Demand for dry colors in the retail trade is not very heavy.

Turpentine and Gasoline.

Some improvement has been noted during the week for gasoline and benzine, and orders for commercial oils are very fair. Turpentine is not strong, and prices in the trade range from 65c to 67c. Refiners quotations are:

	Gasoline.	Benzine.	Turpentine.
Single barrels .	18½c	20c	65c
Steel & drums.	16½c	18c	62c*
Tank wagon ..	14½c	17c	..

*Five barrels.

Glass and Putty.

There are no changes in the situation regarding glass, and with Belgian importations cut off, prices are firm, although demand is not strong. Continued high prices for whiting, with sources of supply cut, are likely to continue indefinitely, and further advances are not improbable.

TORONTO.

TORONTO, Sept. 10.—The paint market is practically unchanged this week, prices in practically all lines having remained stationary. Orders are coming in freely from the country and a few nice orders have been placed in the city. On the whole things are quiet, and are not conducive to advance in prices. Uncertainty still exists and agents are advised from head offices to allow no forward dating on any lines, except where customers place orders at market prices on the date of delivery.

Turpentine.

Several meetings have been held in the Southern States for the purpose of finally deciding upon plans of operation for maintaining the price of turpentine. Representatives of eleven of the largest operators were present at a recent meeting to formulate a plan to be submitted to the Dept. of Justice. The plan is to pool stocks and conduct sales through a central agency in order to steady the market. There has been a tendency for the market to weaken, and operators declare that the industry will be ruined if the price goes lower. A decision will be reached next week, it is expected.

Quotations locally remain unchanged.

Linseed Oil.

The big cut made in the price of linseed oil last week does not appear to have stimulated business much. If business had resulted the price would probably have resumed its former level, as it is very low. The light supply of flaxseed in the West will hold prices up, it is said. Prices, as last week, are:—

	Raw.	Boiled.
Single bbls.	65	68
3 to 5 bbls.	64	67
6 to 9 bbls.	63	66

White Lead.

Since Aug. 15, when the total advance following the declatation of war had reached 40c, there has been no change in the price of white lead. The demand is fair, but the majority of big buyers have placed orders before the advance took place.

Putty.

The demand for putty is not large, but the market has remained firm since the advance of 15c on Aug. 18. The following prices are being quoted for Standard, in less than ton lots:—

	Per 100 lbs.
Bulk bbls, 800 lbs.	$2.55
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12½ lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12½ lbs.	3 25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases. 100 lbs.	3.15

Pure putty, 70c per cwt. advance.

IMPORTANCE OF PAINT DEPARTMENT.

(Continued from page 48.)

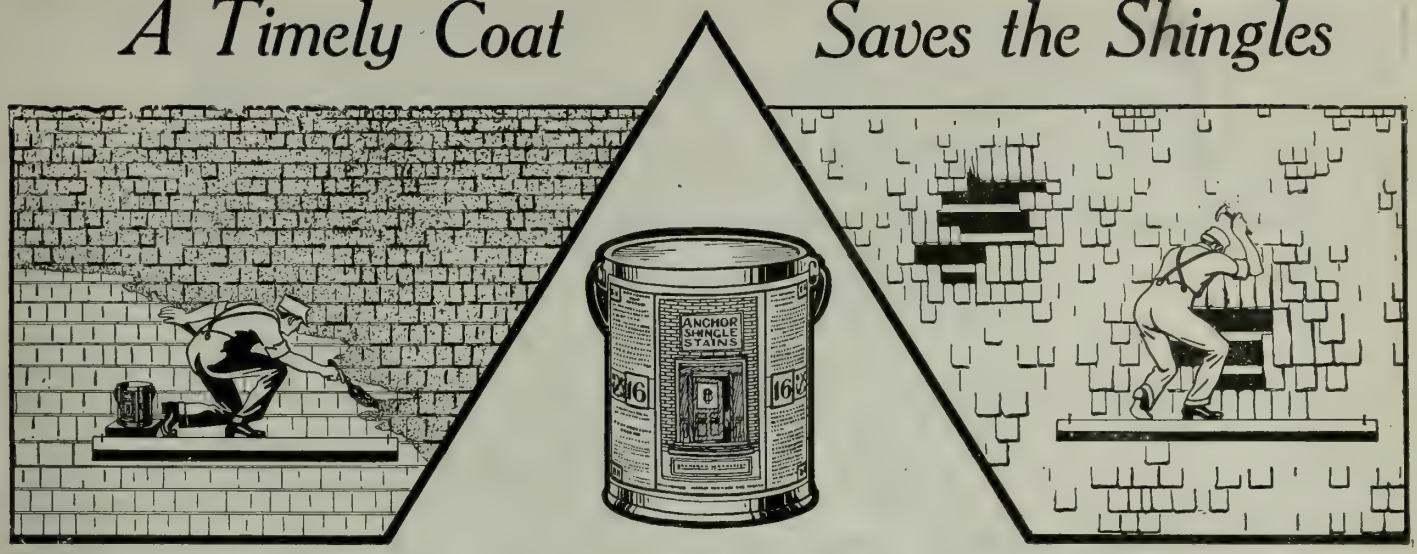
appreciate the importance and value of it.

Paint salesmanship on the part of the clerk should be encouraged by all dealers. It is a comparatively small matter for all the salesmen in the store to become thoroughly acquainted with the line they are selling, as any one of the manufacturers would be pleased at all times to furnish individually the principal arguments and selling points of their line, and the clerk in order to be a successful salesman should know what these arguments and selling points are.

The paint department should not be allowed to drop into the hands of one clerk, or at least receive the attention of one clerk only. Every clerk should know his line thoroughly and each, when talking to their customers, should put forth the same arguments instead of conflicting ones.

Get an advertised line of paint. Put the ad. matter before your customers. Make good displays of your paint, and last but not least, educate your clerks to sell it.

A Timely Coat *Saves the Shingles*



IT COSTS LESS

to *preserve* shingles than to *renew* them, and the best way to keep the shingles sound, is a timely coat of

Anchor Shingle Stain

The arguments in favor of Anchor Shingle Stain are unanswerable. It is an active preservative manufactured from coal tar creosote and permanent pigments, incorporated together by means of our China-Linseed Binding Oil made specially for this purpose.

Such a stain as this is wanted. Every owner of a shingled house is a possible user of Anchor Shingle Stains, consequently the demand exists, and you could surely sell Anchor Shingle Stains at a good profit if you had them on your shelves.

Another Good Thing is
FRESCO-TONE

a **flat** wall finish. Exceedingly easy to apply, and making a great record. Everybody uses a wall finish at some time or other, and you can satisfy them with FRESCO-TONE.

We are prepared to make excellent terms with live Dealers on these two sterling products. Ask us for details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 25c
Pattern, lb. 25c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's 18 00 22 00

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz....	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.....	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson-

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅝ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 12
Ingot, Yellow, lb..	0 13	0 10

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....		4 80
3 sections, 5 ft., doz.....		6 00
3 sections, 6 ft., doz.....		7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....		6 60
With rim, 18x28, doz.....		7 20
With rim, 20x30, doz.....		7 80
Without rim, 18x24, doz....		4 00
Without rim, 18x28, doz...		4 50
Without rim, 20x30, doz...		5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
10 inches, 7 oz.	8 15
10 inches, 8 oz.	8 25
10 inches, 10 oz.	10 50

In 100-yard lots.

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English..	17 00	21 00
Fire brick, Am., low..	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gal.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner.	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case..	4 50
8 lb. size, 2 doz. in case....	7 20
17 lb. size, 1 doz. in case...	6 75

COPPER.

	Montreal	Toronto
Casting ingot	$15 50	$14 00
Bars, ½ to 2 in.....	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4	24 00	29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets..	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40 ....
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 30
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's

There is over 50 years' experience in paint making behind that name, and this fact coupled with our success go hand-in-hand towards producing a brand of paint which gives entire satisfaction to the consumers and leaves a good margin of profit for the dealers who handle it.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL VANCOUVER

Owning and operating
P. D. DODS & CO., LIMITED

SUPPORT HOME INDUSTRIES

WE MANUFACTURE IN CANADA

We are famous for HIGH QUALITY



Our BABBITT METALS Give Excellent Service

WE HAVE EVERYTHING FOR THE PLUMBER

HAVE YOU RECEIVED A COPY OF OUR NEW CATALOGUE? IF NOT, WRITE FOR ONE.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE AND FACTORY TORONTO BRANCH FACTORIES Montreal, Winnipeg

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¼
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	18½	18½
Three bbls. and over	0 18	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per. box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch.		0 05½
1 7-16 to 3 inch.		0 05

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 00
Less than case, 25c per 100 lbs	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 00
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING). Each.

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75



"STEADY" IS THE WORD

The Merchants of Canada personally influence the state of public opinion more than any other class of men. They come into intimate daily touch with a great number of people. They have much interest at stake in every community. It is their duty to the state and the country, as well as the most intelligent protection of their own selfish interests, to maintain a steadfast front, and sane and sound confidence at a time like this.

Panic and pessimism radiate from the weak and sapless store keeper to every corner of the community.

So also does the contagion of courage and common sense spread from the strong and imbue the more impressionable element

So "Steady" Is The Word

Canada is at war, but her people are here, her market is here and her money is here. What we have given in men and money to the defence of the Empire is but a mite of our resources, the rest is untouched and unthreatened. This tithe will return to us tenfold in the future.

The great duty that we must now perform is to keep the wheels of Canada's commerce running. Whether the grist that runs through our mill brings us less, or no profit at all, we must nevertheless keep the upper mill-stone of our activities running steadily on the solid nether-rock of our fundamental resources.

Do your part and urge and inspire those who unconsciously look for leadership to you to do theirs.

"Steady" Is The Word

A. RAMSAY & SON CO.

MONTREAL

Established 1842. **Running Full Force 1914**

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2⅛	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll	4 30
½-in. x 22 ga. x 24-in., roll	5 65
½-in. x 22 ga. x 30-in., roll	6 90
½-in. x 22 ga. x 36-in., roll	8 20
1 in. x 20 ga. x 12-in., roll	1 50
1 in. x 20 ga. x 18-in., roll	2 10
1 in. x 20 ga. x 24-in., roll	2 70
1 in. x 20 ga. x 30-in., roll	3 25
1 in. x 20 ga. x 36-in., roll	3 80
1 in. x 20 ga. x 48-in., roll	5 10

Poultry netting staples, 60%.

OAKUM.	Per 100 lbs.
Best (American)	9 00
U.S. Navy (American)	8 50
Plumbers (spun)	3 65 3 80

OIL.

Can. prime white petrol		0 14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5¼c; bicycle tires, 2c to 3c.

PACKING (JUTE).

Per Coil Lots.	
Fine, 30 ends to ¾ inch.	0 09¼
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green Berger's	Paris Green
600-lb. casks	0 16¼	0 17¾
250-lb. casks	0 16½	0 18
100-lb. drums	0 11¼	0 17½ 0 19
50-lb. drums	0 11¼	0 17½ 0 19
25-lb. drums	0 11¼	0 17¾ 0 19¼
1-lb. pack	0 13¼	0 19¾ 0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins	0 14¼	0 20¾ 0 22¼
½-lb. tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, p. box.	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Buttweld.

Size.	Black.	Galvanized
¼ and ⅜ inch.	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
Lapweld.		
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. "	.107 20	142 40
10"x40 lbs. "	.138 00	183 30
12 inches	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).

Lead pipe, 7½c; 7½% off.
Lead waste pipe, 9c; 7½% off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 80
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Eru Razors	6 00 to 18 00
Eru Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40%.
Harold hrdlu mfw m mmmm.
Galvanized, 40%.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll.	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base	0 13
African hemp base	0 13
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 17
Russia deep sea line	
Russia tarred bolt rope	0 18
Russia tarred ratline	0 17
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.

Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.

IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

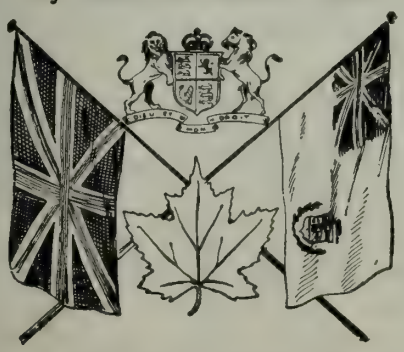
DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

Be Patriotic!
Buy Made-in-Canada Goods



Lunn's Skates Are Made in Canada

By Loyal Canadians from British Steel



Don't Stock any more German Goods—buy "Made in Canada"

We guarantee every pair of LUNN'S SKATES to outlast three pairs of any other make—This alone makes it good business for you to stock them.

ORDER NOW BEFORE THE SHORTAGE

G. J. LUNN & CO., MONTREAL

O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 45
12 gauge	2 55	2 50
14 gauge	2 35	2 25
16 gauge	2 40	2 30
18 gauge	2 45	2 40
20 gauge	2 45	2 40
22 gauge	2 50	2 50
24 gauge	2 50	2 50
26 gauge	2 60	2 55
28 gauge	2 70	2 70

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 50	3 75	3 95
22-24 ..	3 70	3 75	4 15
26 ..	3 95	4 20	4 40
28 ..	4 25	4 45	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 45	3 40
26 gauge	3 70	3 55
28 gauge	4 05	3 90
10¾ oz.	4 25	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar ...	....	0 39
Wire solder, lb...	0 35	0 36
Bar half-and-half, guaranteed	0 34	0 41
Half-and-half, not guaranteed	0 32	0 21½

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING
Acme 0 28
Commercial 0 25
Easy 0 26
Star Extra 0 30
Strictly standard wiping 31

SPELTER.
Foreign, per 100 lbs. 6 00 6 00

SQUARES.
Disston's 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft.. ea... 1 10
Metallic, No. 603, 50 ft.. ea... 1 40
Rival steel, No. 263, 50 ft.. ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.

	Montreal	Toronto
Tin, per lb.	60-70	47

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.
5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in. ...	....	10 25
100 ft. 2½ in. ...	12 25	10 65
100 ft. 3 in.	13 80	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz. net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden steel wheel, doz... 32 40
Light garden, per doz..... 22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side ... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins..... 1 00
Tubular steel, 36 ins..... 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10.....	2 36
O. & A., No. 11.....	2 42
O. & A., No. 12.....	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45	25
Eze, 11 in., per doz.....	49	50
Cycle, 11 inch	54	00
Trojan, 12 inch 100		00
Favorite 511E	57	75
Unexcelled 1041E	72	00
Challenge 311E	48	75
Gem 141	47	25
Sunlight 111	42	00
Ottawa, 341E	54	00
Empire, 11 in.	50	50
Superior, 11 in.	45	25
Majestic, 11 in.	47	25
Perfect, 11 in.	52	75
Bicycle, 11 in.	56	25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

Canadian Factory: Hamilton, Ont.

Vancouver Branch: 109 Powell St.

SATISFIED CUSTOMERS
QUICK TURNOVER
are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....	0 14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1250	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 10 per cent.; discount on double diamond, 15 per cent.; cut sizes, 40 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Double Diamond.
25 in.	$3 75	$ 5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.	....	11 40
95 in.	....	12 50
100 in.	....	16 40
105 in.	....	16 40
110 in.	....	21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS PLATE.

Country discount, 35 and 5% off list.

City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..	$9 15	$ 8 65
"Anchor," pure	8 65	8 55
Brandram's B.B. Genuine	9 65	9 55
C.P. Co. decorat's. pu.	8 65	8 55
Crown and Anchor, pure	8 65	8 55
Essex, Gen. (Windsor)	8 15	8 65
Island City Decorator's pure	8 65	8 65
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead	....	8 80
Painter's Perfect	....	8 10
Lowe Bros'. White, H.S.	....	8 80
Monarch (Windsor)		8 90
Purity C.O. Co.'s. Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Sterling Pure	....	8 70
Tiger Pure	8 65	8 35
"James Genuine"		8 90
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	8 00	6 38
Genuine, 100-pound kegs, per cwt. ...	8 25	6 75
No 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$17	50
2 lb. pkgs., per 100 lbs... 15	00
5 lb. pkgs., per -00 lbs... 12	00
25 lb. pkgs., per 100 lbs... 11	00
100 lb. pkgs., per 100 lbs... 9	75
200 lb. kegs, per 100 lbs... 9	60
300 lb. pkgs., per 100 lbs... 9	50
600 lb. casks, per 100 lbsfl. 9	00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 67	0 70
3 to 5 bbls.	0 66	0 69
6 to 9 bbls.	0 65	0 68

LINSEED, BOILED.

Single bbls.	0 70	0 73
3 to 5 bbls.	0 69	0 72
6 to 9 bbls.	0 68	0 71

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams' paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS. PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls.....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 74
Pure, single bbls...	0 67	0 67
2 to 4 bbls.	0 60	0 66

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing.....		3 00
Finest elastic gearing.....		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastillite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel ..		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish ...		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge.. per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38

WHITING.

Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

Burman's British Clippers

WE CAN MAKE IMMEDIATE SHIPMENTS FROM STOCK IN ANY LINE OF CLIPPING MACHINES

Hand Horse Clippers
Power Clippers
Toilet Clippers

B. & S. H. Thompson & Co., Limited

Toronto Montreal Winnipeg

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅝, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
40% off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 30 to 31 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.40 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

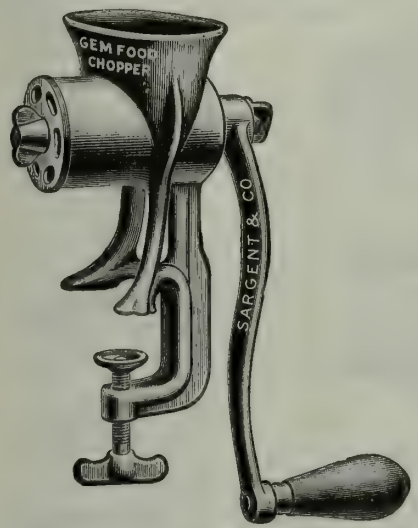
WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb

FOOD CHOPPERS, SAUSAGE STUFFERS AND LARD PRESSES

It is economy for the farmer to prepare his own meats, and more than ever this year will he take advantage of every opportunity to effect a saving. We carry a wide range of supplies to meet the demand this condition will create.

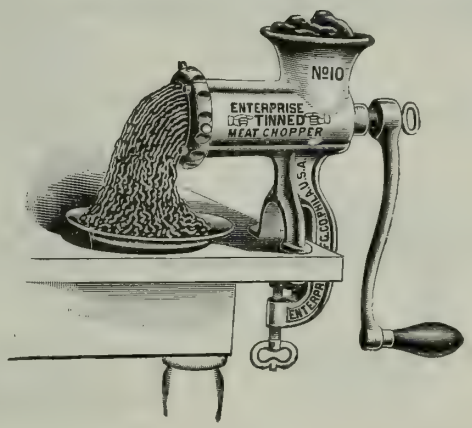
GEM FOOD CHOPPERS



Heavily Tinned. Steel Cutters, Self-Sharpening. Supplied with Extra Cutters for coarse or fine cutting.

Our stock of Food Choppers, Sausage Stuffers and Lard Presses is complete. Comprising the sizes best suited for household or butchers' use.

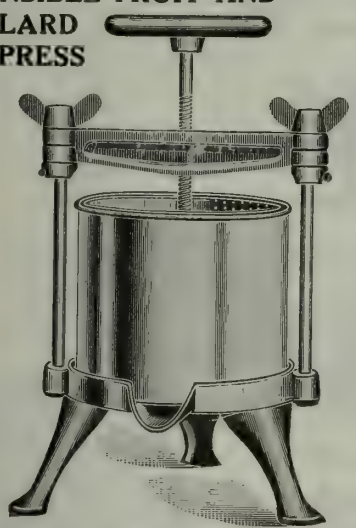
ENTERPRISE FOOD CHOPPERS



Heavily Tinned. Extra quality Steel Cutters. All parts removable.

WE CARRY UNIVERSAL FOOD CHOPPERS IN FIVE SIZES

SENSIBLE FRUIT AND LARD PRESS



Japanned Frame, Tin Cylinder. The cross-beam, being in two sections, allows the pressure plate and screw to be removed in one operation. Carried in 2 and 4-quart sizes.

In ordering your stock do not omit Butcher Knives, Steels, Cleavers, Saws, Mincing Knives and Hog Scrapers. These are seasonable goods.

ENTERPRISE SAUSAGE STUFFER, LARD and FRUIT PRESS



Cast Iron, Japanned. All parts arranged for easy handling of hot residue, and preservation of sausage. Carried in 4 and 8-quart sizes.

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"

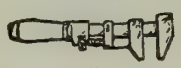
Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.


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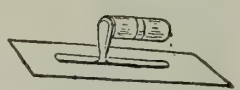

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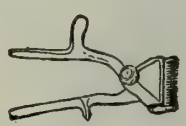

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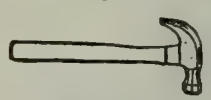

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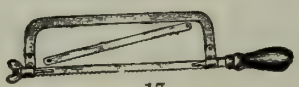

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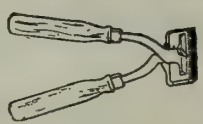

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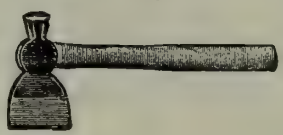

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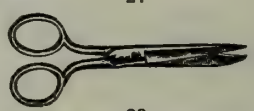

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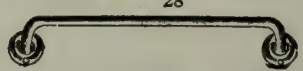

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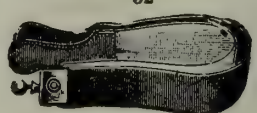

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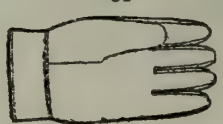

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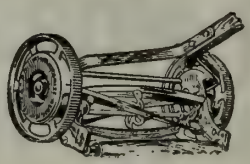

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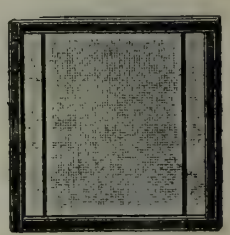

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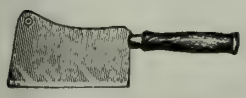
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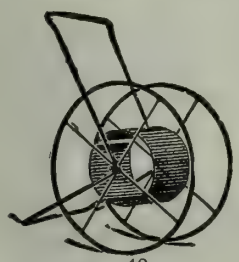
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HARDWARE AND METAL'S ELECTRO SERVICE


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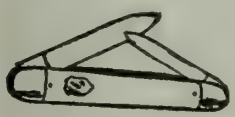

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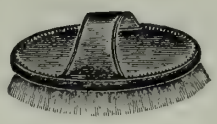

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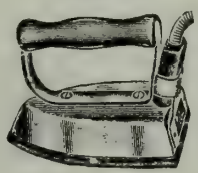

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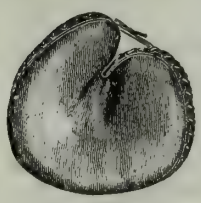

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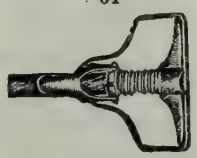

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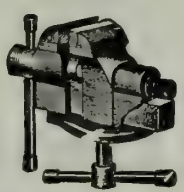

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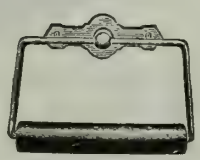

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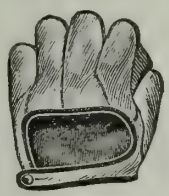

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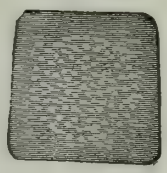

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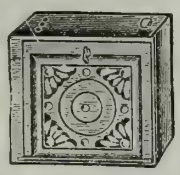

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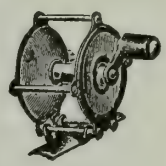

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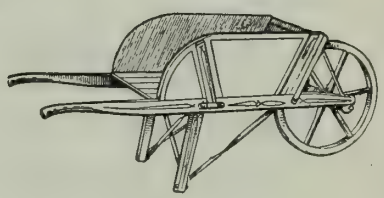

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Hardware and Metal, 143-153 University Ave., Toronto, Canada

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IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.



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Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in you.

It's worth investigating.

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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

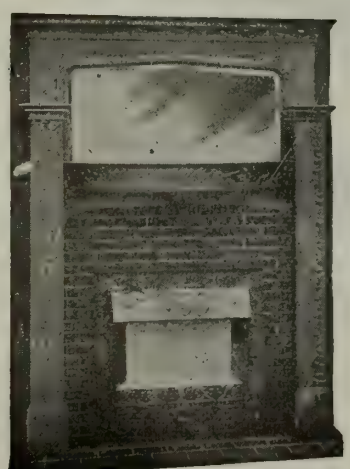


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Special Grand Prize
GOLD MEDAL
Atlanta, 1895

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Owned and operated by Nicholson File Co.



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It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS. WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

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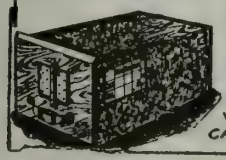
9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

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SPOONER'S No Hot Boxes
NON-FIBROUS ANTI-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS

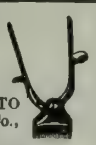


A Germantown of quality that gets big business

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks. New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. — 52 Canada Life Bldg., Montreal.

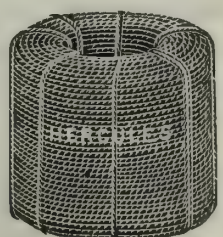
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PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

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SASH CORD
The Best Made



Star Brand Cotton Rope.
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All Wholesale Dealers Sell Them.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

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A want ad. in this paper will bring replies from all parts of Canada.

You can wheel the biggest stove around in a jiffy

to where the customer can best see it if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight. **Remember** these castertrucks are NOT made for you to sell —**they are for you to use, and to increase stove sales.** They will last you indefinitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

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Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
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Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

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The
R. McDougall Co., LIMITED
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JOSEPH RODGERS & SONS LIMITED

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REGISTERED TRADE MARK
GRANTED 1682.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

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Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

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HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg. British Columbia, McPherson & Teetzel, Vancouver

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Manufacturers of

FERRONA PIG IRON

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DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

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The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

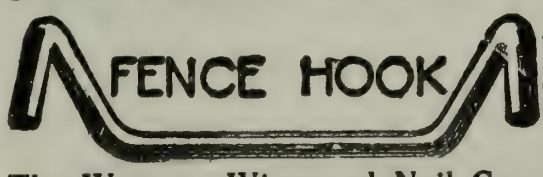
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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MANUFACTURERS' AGENTS WITH GOOD connection in Western Canada wish to acquire agency for several more good lines. Eastern manufacturers please communicate with Box 50, Hardware and Metal, Winnipeg. 37

SITUATIONS WANTED

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Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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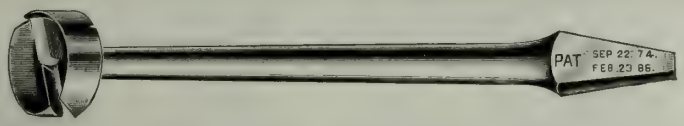
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ROOFING
of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
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Write for Prices.

J.H.McComb Limited
Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

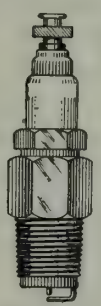
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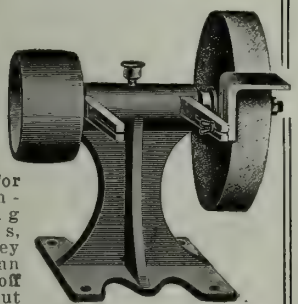
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of most improved type

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Perfection Belt Drive No. 10



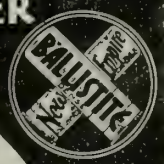
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At Your Dealer's
in any Shell loaded in Canada.

12

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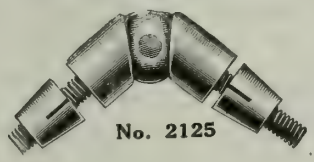
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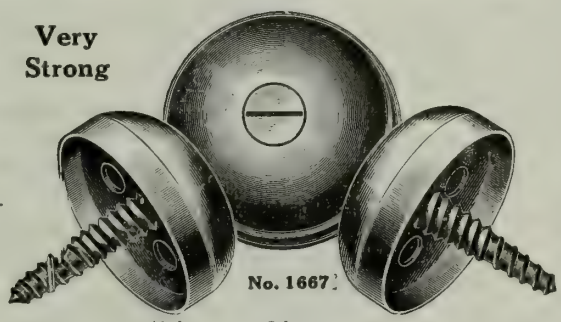
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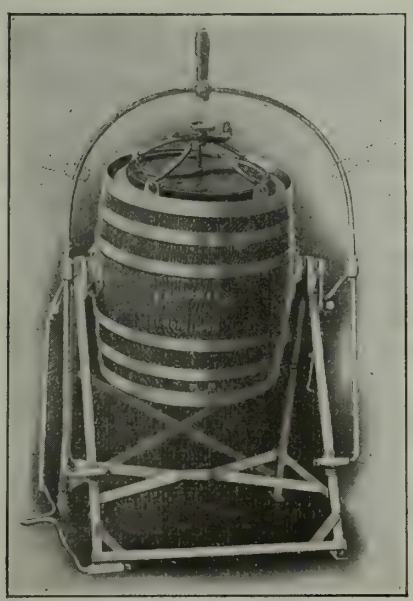
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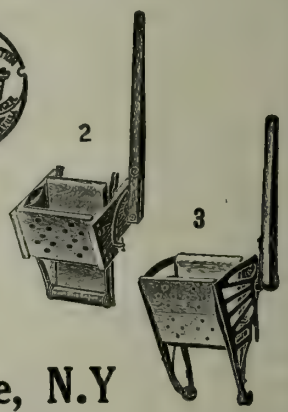
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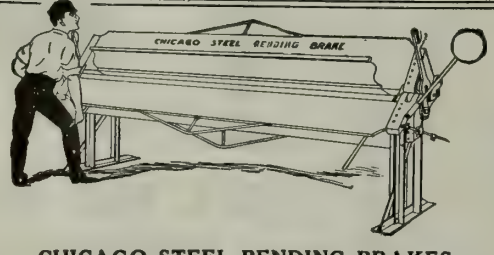




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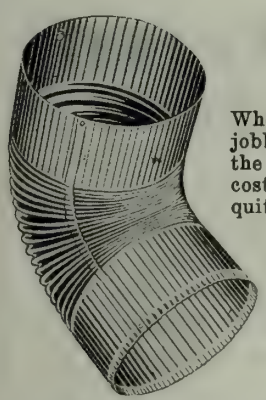


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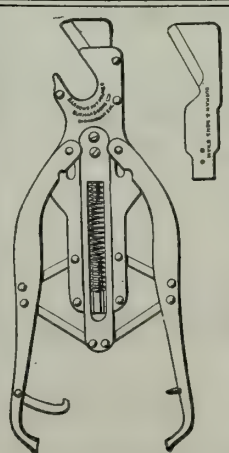


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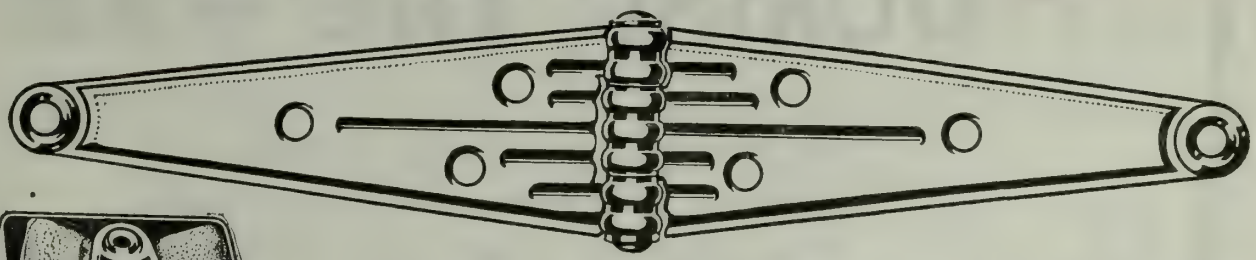


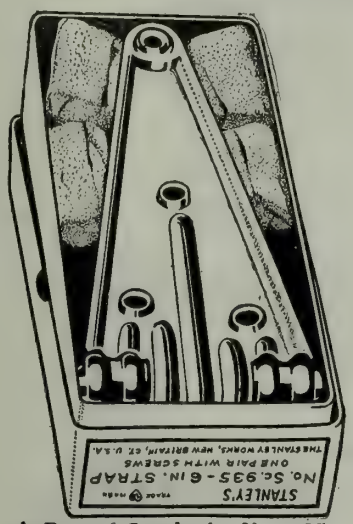
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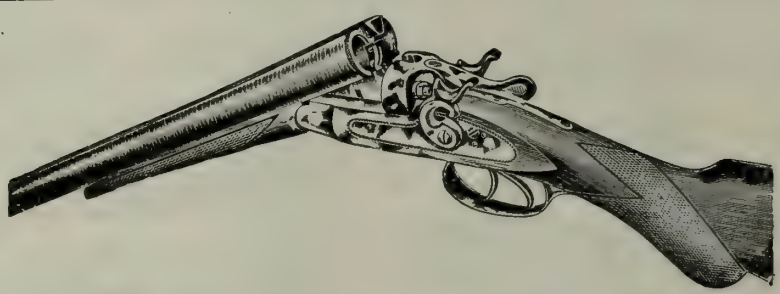
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Guns
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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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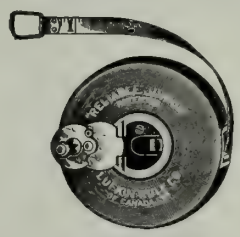
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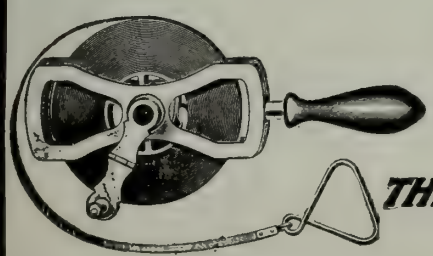
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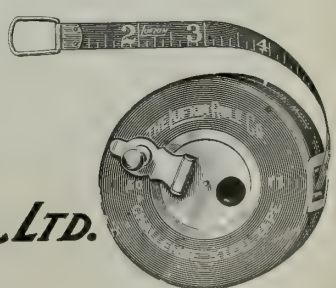
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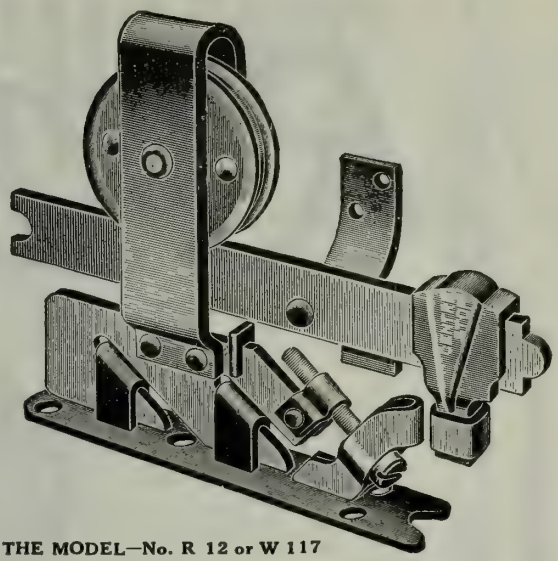
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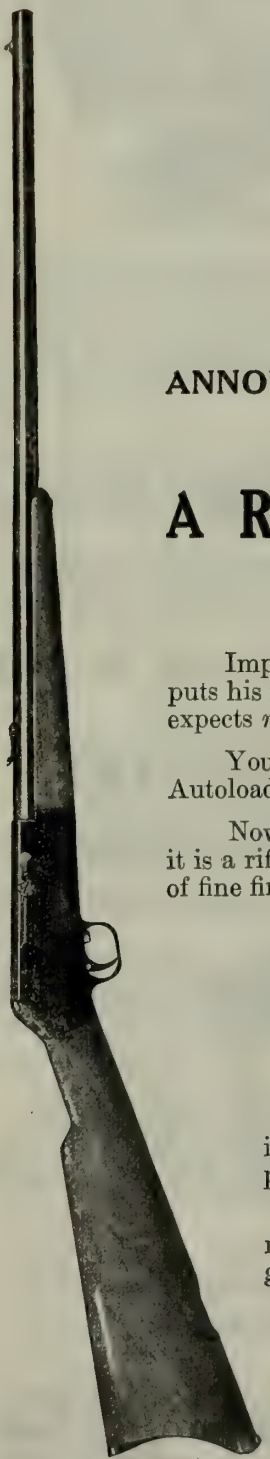
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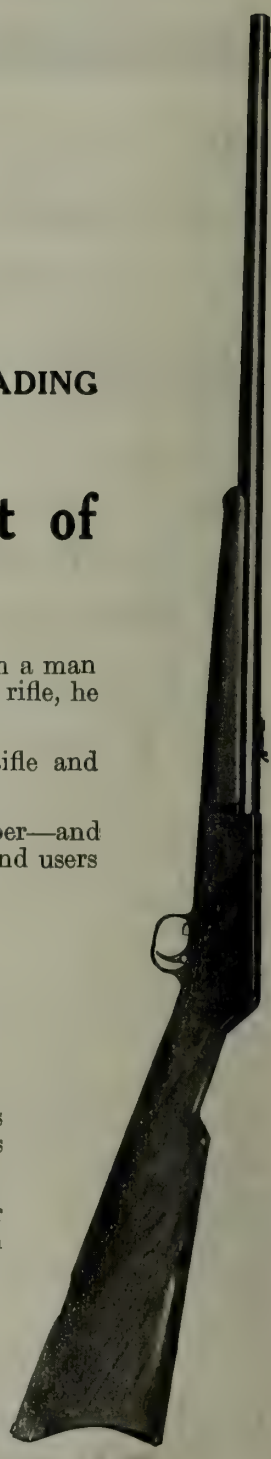
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ANNOUNCING THE NEW .22 CALIBER AUTOLOADING RIFLE MODEL 16-A

A Remington-UMC Development of the Greatest Importance

Important alike to both you and your customers—because when a man puts his money into such a highly specialized arm as an autoloading rifle, he expects *results,* and he looks to his dealer to take care of him.

You know the Remington-UMC High-Power Autoloading Rifle and Autoloading Shotgun—successful because of their dependability.

Now we have produced an Autoloading Rifle in the .22 Caliber—and it is a rifle that we are proud to have represent us with the dealers and users of fine fire-arms.

Specifications of the Remington-UMC .22 Caliber Autoloading Rifle: 16-shot; handling rim fire, .22 Remington Autoloading Cartridges; magazine in stock; 22-inch Remington Steel Barrel; Remington-UMC Solid Breech; Adjustable Straight Bar Rear Sight and White Metal Bead Front Sight; weight 5¾ pounds. A thoroughbred in appearance as in performance.

Get in touch with your jobber about these new rifles immediately. He either has them in stock or has made his preparations for getting them.

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MYERS PUMPS
FOR EVERY PURPOSE



Fig. 1138



Fig. 722

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FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET PUMPS
PUMP STANDS, THRESHER TANK PUMPS, HOUSE PUMPS, TANK PUMPS, HAND and POWER SPRAY PUMPS, POWER PUMPS, BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS.

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

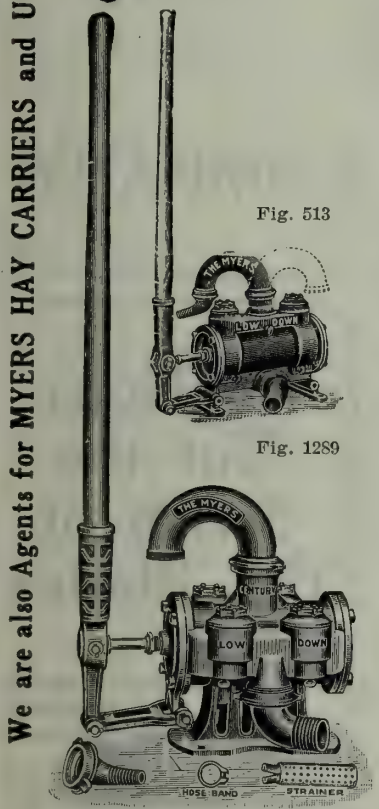


Fig. 1289

Fig. 513



Fig. 792



Fig. 577



Fig. 639



Fig. 1345

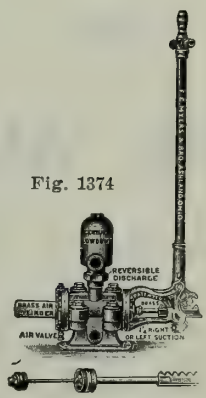
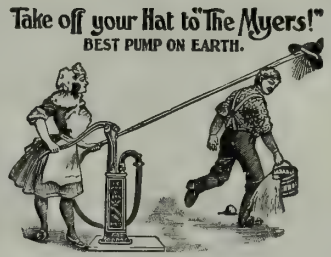


Fig. 1374



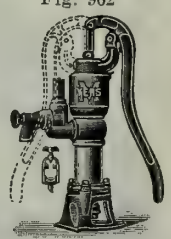


Fig. 902

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Dealers who have had no experience with **MYERS PUMPS** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It is Better to Handle the Myers than to Wish you Had.



Fig. 214



Fig. 869



Fig. 593



Fig. 976

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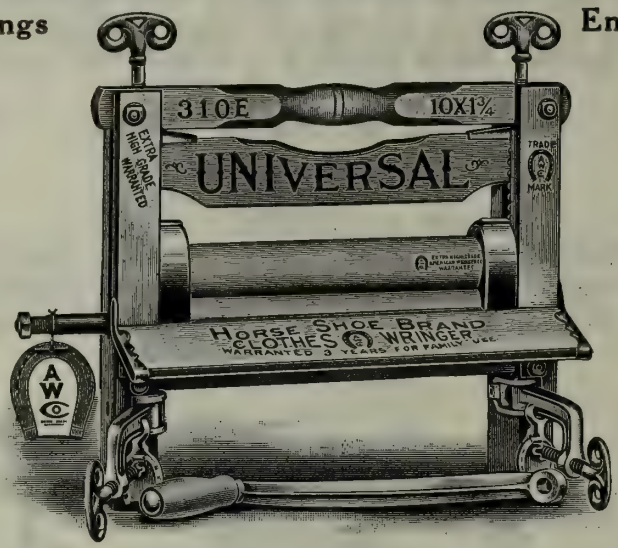
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Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs — **Enclosed Cog Wheels**



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Packed 3 and 6 in a case.

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" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

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No Noise But the Swish of the Blades

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"QUALITY"
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Sudden Cold Weather Requires

Shipments
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We can supply you as much or as little as you wish of this forty miles, in 5 inch, 6 inch or 7 inch sizes at popular prices.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

A Demand for This Lawn Hose

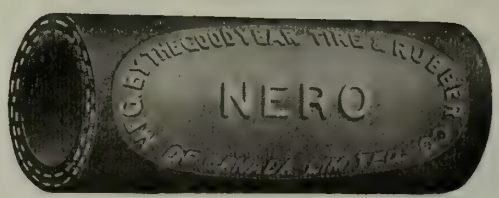
A BIG seller in 1915 will be Goodyear Lawn Hose. This is the hose that more and more people are demanding year by year for its master-quality and super-service. Here, as in the case of tires and belting, the name Goodyear has become an infallible guide in buying.

No Goodyear product is ever made to meet a price or a standard. Each Goodyear article is made for a specific service—to **set** the standard in its particular field. Working conditions are first studied. All materials are laboratory inspected and passed. The workmanship is of the highest order that exclusive methods and master-experts can impart.

There are two brands of Goodyear Lawn Hose that anticipate and meet every exact requirement of year-in-and-year-out service. And **service** is a paramount consideration in hose buying and selling.







GOODYEAR TORONTO
Lawn Hose

"Nero"

Where pressures are heaviest, this is the master hose. Made with a special two-ply braided fabric construction. Hasn't a seam. Uniform tension throughout. Cannot kink or snarl. The inner tube is of the finest, laboratory-tested rubber. The outer cover is smooth or corrugated, as desired.

And "Nero" comes in 500 foot lengths. This means you can fill orders for all sizes without any "remnants" left over at the end of the season. And right there is a very important thing for the dealer to consider.

"Reliable"

The fabric used in this hose is cut on the bias, butt-ended, and **cross-stitched.** No cement whatever is used. This means that joints do not overlap and cause unevenness. Made 4-ply in ½ inch; 5-ply in ¾ inch and 1 inch. High-grade materials and Goodyear construction throughout. This is a light, strong, and very durable hose.

Write To-day

Write to-day for interesting dealer-proposition. Learn of the co-operation that Goodyear will give you to make your coming hose season a big success. Writing involves no obligation. Act **now**, while it is fresh in your mind.

THE GOODYEAR TIRE & RUBBER COMPANY OF CANADA, LIMITED

Head Office, Toronto, Ont.; Factory, Bowmanville, Ont.

Branches at Victoria, Vancouver, Edmonton, Calgary, Regina, Winnipeg, Hamilton, Ottawa, Montreal, St. John, N.B.

ALFRED WILLIAMS

SHEFFIELD, ENGLAND



GUARANTEED CUTLERY

Splendid quality.

Attractive finish.

TRADE-MARKS:— ✠ EBRO ✠ Pen A·W Brand

Specially suited for the CANADIAN MARKET.

Sold by hardware jobbers



IN A HURRY FOR YOUR GOODS?

SEND US A LETTER ORDER AND SEE HOW QUICKLY THEY REACH YOU

THE HOWLAND SERVICE is the result of careful thought, experience and constant endeavor to give the best possible service to our customers, and we are constantly striving to not only maintain this standard of satisfaction and reliability, but to improve the service as occasion demands.

Our LETTER ORDER DEPARTMENT is able to satisfactorily and efficiently serve you.

Just try us.

HOWLAND SERVICE---PROMPT AND PRECISE

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

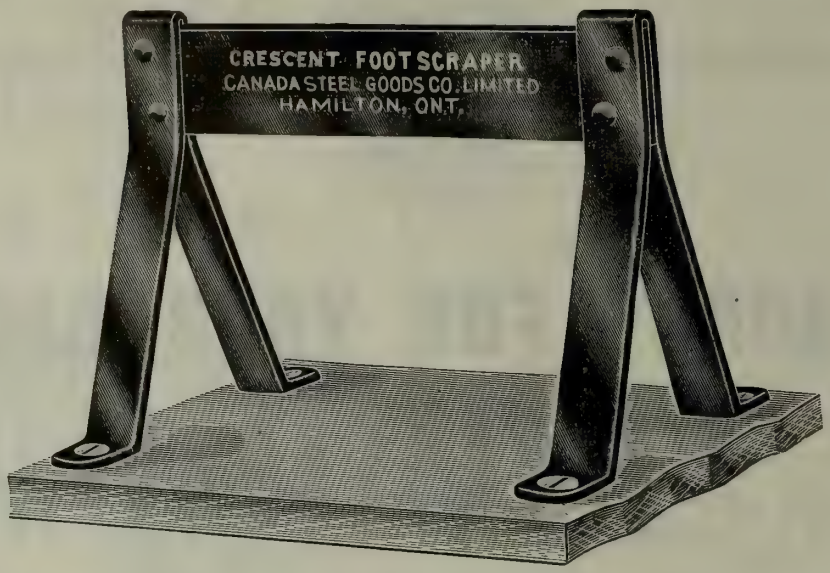
The Crescent Foot Scraper

Strength

Durability

Wearability

Salability



Heavily Japanned

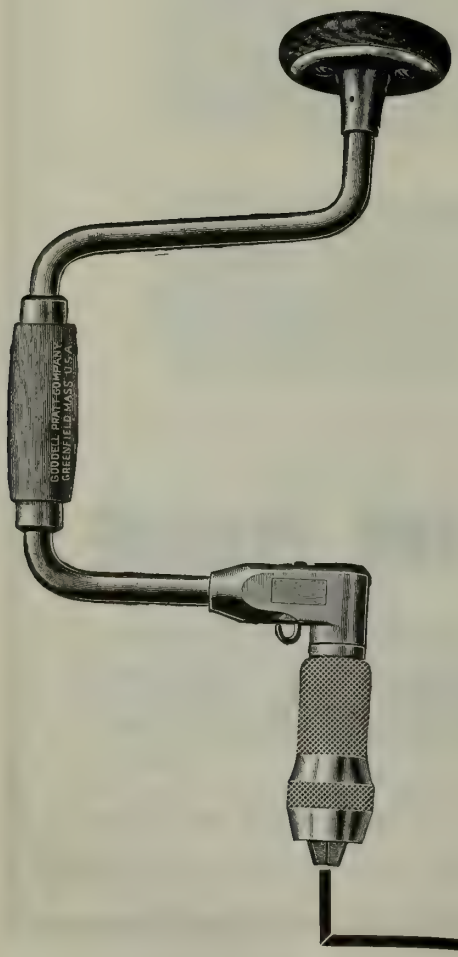
Rust Proof

Looks good and is exceptionally well made.

The Crescent Foot Scraper, scrapes off MUD, as easily as SNOW. The scraper bar is wide and strongly supported. The legs are either screwed down or embedded in concrete.

Canada Steel Goods Co., Ltd. Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges



Goodell-Pratt's

Ratchet Braces

are the best that you can buy

Steel-Clad Heads
Smooth Right-Angular Bends
Full Polished and Nickel-Plated
Strong and Positive Ratchet
Malleable Iron Chuck

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

THE

STEEL COMPANY OF CANADA

LIMITED

HAMILTON

Wood Screws,
Machine Screws,
Bright Wire Goods,
Pig Iron,
Cable,
Escutcheon Pins,
Wing Boot Calks,
Rivets and Burrs,
Spikes,
Wire Hoops,
"Invincible" Fencing.

PEACE REIGNS

With Dealers Handling Our Lines.

We can give you the Service and Satisfaction you require.

"TIGER BRAND" White Lead

Steel and Iron

Horse Shoes and Horse Shoe Nails

"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment

Pole Line Hardware

Write Us for Prices and Information.





Wrought Pipe,
Lead Pipe,
Bolts and Nuts,
Corrugated Fasteners,
Wire,
Wire Nails,
Tacks,
Staples,
Shot,
Putty,
Forgings,
Stove Scrapers.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

The Evidence

ON the opposite page you will see evidence of part of the work we are doing to make it worth your while to specify Hercules Powders, both INFALLIBLE and E. C., when ordering loaded shotgun shells.

Thousands of crack shots throughout the country, men who know powders thoroughly, shoot either one or the other of these powders exclusively. They will take no other.

You can do your less critical customers a good turn by seeing that they also get shells loaded with a Hercules Powder. And don't hide your light under a bushel. Tell your customer you take an interest in his shooting. Let him know *why* you supply him with a certain powder. Tell him it is on account of its remarkable uniformity, great accuracy, high velocity, light recoil, and clean burning qualities.

The Magazines

In advertising Hercules Powders the following extensive list of magazines is used:

	Circulation
Saturday Evening Post	2,000,000
Outing	100,000
Outer's Book	52,000
Hunter, Trader & Trapper	80,000
Field and Stream	65,000
Outdoor Life	55,400
Rod and Gun	20,000
Baseball Magazine	75,000
In the Open	10,000
National Sportsman	100,000
Sportmen's Review	33,000
American Field	20,000
Sporting Life	30,000
Breeder and Sportsman	5,000
Arms and the Man	
The Game Breeder	
Total Circulation	2,645,400

The Advertisements

The advertisements we are running on Hercules Powders are, if nothing else, radically different from any powder advertising heretofore published. If results count for anything they are also effective. They are selling more powder for us. Naturally they must be selling more powder for you. Or if not for you, then for some of your competitors.

Two Effective Posters

We have just published two remarkably effective posters, one representative of trap shooting, the other duck hunting. The color schemes are striking, bold and powerful, with little detail. They are eye catchers. Attention holders. In your window they will stop and hold the passerby. Many will come into your store and try to get one of them. When this happens send to us for the poster wanted. We will gladly supply it.

As a beginning write us today for these two posters. That is, if you are not already supplied. Thousands of stores already display them. Yours may be one of them.

HERCULES POWDER CO.

Wilmington, Delaware


HERCULES POWDERS
Black and Smokeless Shotgun Rifle and Revolver Powders for Sporting Purposes
Dynamite Blasting Powder & Blasting Supplies for Agricultural Construction & Mining Purposes
A Powder for Every Gun You Own
NO matter what your taste and ideas as to guns may be—whether you use rifle or shotgun or both—there is a Hercules powder that will meet your needs at every point. At the traps or in the field, for target work, or when after big game, you owe it to yourself and your gun to use the best powder available for the purpose. Make your selection from these powders.
Shotgun Powders
Infallible
E. C.
L. & R. Orange Extra
Smokeless Rifle Powders
Sharpshooter
HERCULES POWDER CO.
HERCULES POWDERS
Black and Smokeless Shotgun Rifle and Revolver Powders for Sporting Purposes
Dynamite Blasting Powder & Blasting Supplies for Agricultural Construction & Mining Purposes
How Are You Breaking 'Em?
HERCULES POWDERS
FROM coast to coast, in the city and in the country, Hercules Powder does its daily work, devoting its giant strength to the service of mankind. It plays a leading part in the industry and sport of our entire nation.
The miner and the quarryman, the engineer and the architect, the farmer and the hunter, men in innumerable walks of life, find tasks for Hercules Powder to perform.
The chances are more than even that at some point some Hercules Powder touches your life intimately.
The Coal You Burn—
The Fruit You Eat—
The Water You Drink—
The Money You Spend—
The House You Live In—
The Gun You Shoot—
HERCULES POWDER CO.
Wilmington Delaware
PROGRESSIVE CULTIVATION FACTS for FARMERS
HERCULES POWDERS
MANIFOLD are the uses to which Hercules Powders, in their various forms, are put. Two fields, differing totally in character, in which they play important parts are those of sport and of agriculture.
FOR SPORTING PURPOSES, whether at the traps or in the field, two Hercules Powders merit your attention. They are Infallible and E. C., both smokeless shotgun powders of the finest quality. Infallible, especially, because it is absolutely unaffected by water, weather, or time, makes a strong appeal to the man or woman who finds pleasure in the handling of a shotgun. Both of these powders are of unchallenged quality, give even, uniform patterns, have very light recoil, burn clean. They are loaded in all the standard makes of shells, and sold by dealers everywhere. When you use either one of them you know your powder will not go back on you at a critical moment, or at any time.
ON THE FARM Hercules Farm Dynamite has almost innumerable uses. It will not exactly take the place of a team of horses, a plow, a pick or a shovel. But in many cases, it will do more thoroughly, more quickly, and at less expense work that horses, plough, pick or shovel are unsuited, called upon to perform. Furthermore, it will do some things, notable subsoiling, that nothing else can do. For your own information, if for no other reason you should know why and how Hercules Farm Dynamite is used for planting and felling trees, subsoiling land, draining swamps, removing rocks and stumps, running ditches, making cellars, cisterns, wells, etc.
TWO INTERESTING BOOKS are yours for the asking. One, "Progressive Cultivation," should be in the hands of every man who owns land and wishes to make it more productive. It is an interesting and accurate treatise on the use of dynamite for agricultural purposes. The other, "Hercules Sporting Powders," contains information of value to any one who owns a shotgun, rifle, or revolver. Write for the book or books, that interest you. Address
HERCULES POWDER CO.
HERCULES POWDERS
Black and Smokeless Shotgun Rifle and Revolver Powders for Sporting Purposes
Dynamite Blasting Powder & Blasting Supplies for Agricultural Construction & Mining Purposes
The Powder Behind the Shot
THE man behind the gun, the gun behind the powder, and the powder behind the shot—each plays an important part in determining success at the traps or in the field.
For a high score at the traps, and for a full bag in the field, the powder behind your shot should be
Infallible
Smokeless Shotgun Powder
Its great velocity, the even pattern it gives, its light recoil, and the fact that it is water-proof, age-proof, and weather-proof, have made it the favorite of innumerable crack shots.
Year in and year out, its quality is the same. When you tell your dealer you want shells loaded with Infallible, you know just what you are getting. You know exactly how your powder will behave.
The next time that you buy shells, insist on having Infallible Smokeless Shotgun Powder.
HERCULES POWDER CO.
Wilmington, Delaware
HERCULES POWDERS
Black and Smokeless Shotgun Rifle and Revolver Powders for Sporting Purposes
Dynamite Blasting Powder & Blasting Supplies for Agricultural Construction & Mining Purposes
The Four Vital Factors
EYE, gun, shell and powder—these are the four factors upon which depends your success at the traps or in the field. Not the least important of them is the last named—powder. You can make sure that this factor is right by shooting
Infallible
Smokeless Shotgun Powder
Here is a powder that always runs absolutely uniform. The load shot today will give the same high velocity, the same light recoil, the same even patterns will burn just as clean, as the load shot a year or two years ago.
And this matter of uniformity in powder is one that should not be passed over lightly. You know the difference that a strange gun will make in shooting, a strange club in golf, a strange racket in tennis. A strange powder, or a powder that varies in quality, has the same effect.
Get used to shooting Infallible. The next time you order shells tell your dealer you want Infallible Powder. You will get it.
HERCULES POWDER CO.
Wilmington, Delaware

NICHOLSON MADE FILES

YOU'RE AS SHREWD AS THE BEST IN THE BUSINESS

when it comes to buying Nicholson-made-files. One price to all—no more, no less.

When you place an order for Nicholson-made-files—you're charged exactly the same figure as the other 10,000 Nicholson dealers pay for the same file in equal quantities.

There's satisfaction in knowing that no other dealer can "beat" you on price. And when it comes to quality—the Nicholson dealer has all the points in his favor.

With an output of 50,000,000 files per year, we can absolutely control every step in the making of our files. From the elements that give our steel its peculiar toughness to the automatic machines that make Nicholson - made - files uniformly "feel" and "draw" right.

Sell more Nicholson-made-files to your trade—and hold their good-will and your profit.

BRANDS:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

NICHOLSON FILE CO.
PORT HOPE ONT.

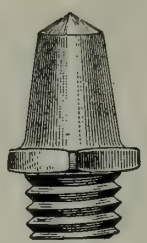
"FILE FILOSOPHY"—A 50 years' education on Files in an hour, and our catalog, sent FREE on request.

Stop Wishing

for larger business—



—Sell NEVERSLIP GOODS and you'll get it



No. 4

The old way of rough sharpening necessitates time, and the shoer does not always have sufficient time to do the work properly.

The shoes soon get dull and require resharpening, which robs the horse-owner and shoer of time and money. Shoeing that's done with Neverslip Calks and Shoes is the kind that's rapidly replacing the old method.

Neverslip calks stay sharp a long time, and when they do get dull they can be easily replaced with new ones in 20 minutes.

Every sale results in many others, because the user invariably recommends it to his friends.

Be sure to have a good stock on hand this Fall, and let your horseshoers know you can supply them. Write for descriptive booklet T.

The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



Without red tips they are NOT Neverslips

In Spite of the War
We Have a Good Stock of Imported Goods
Cutlery in Particular
For Fall Weddings Order Early

Consult Our Catalogue for Complete Assortment

We have also received our

BELGIAN GUNS, Neumann Bros. Make



No. 114 x 12 gauge. Best rolled steel barrels, suitable for black powder shells, case-hardened frame, walnut stock, snap fore-end, a very low-priced gun.

No. 500 x 12 gauge. Fine fluid steel barrels, Anson & Deeley triple bolt action, drop-forged frame, adapted for using factory loaded smokeless shells, fine walnut stock, automatic safety.

Full line of Belgian Hammer Guns also. All are shown in new Arms and Ammunition Catalogue.

Caverhill, Learmont & Co.

MONTREAL

Apollo Keystone Copper-Bearing Galvanized Sheets

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVESTROUGH
CEILING	FLASHING	CULVERT PIPE
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

To the Purchaser

Nowadays advertised lines are regarded as standard. Standard lines are invariably advertised. The question arises—if advertising is symbolical of quality, is the non-advertised product reliable?

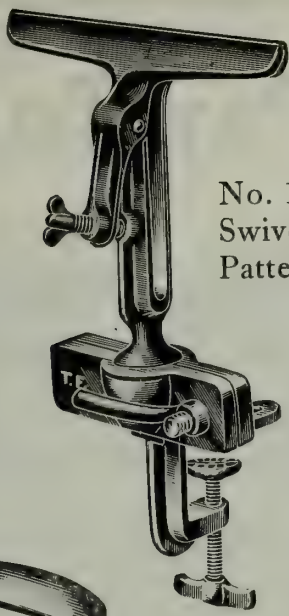
You will have chosen wisely if you purchase that which boasts its maker's confidence and pride, and your requirements will be satisfactorily met if you will consult this directory whenever you are open to purchase equipment.

Saw Vises

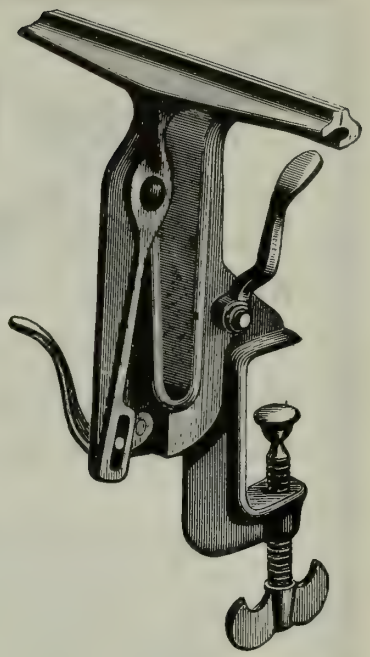
Japanned



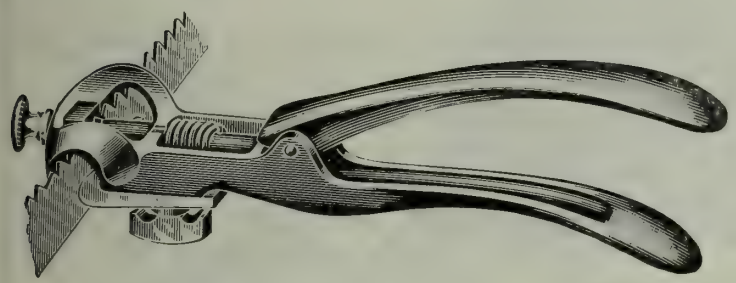
No. 80.



No. 105
Swivel
Pattern



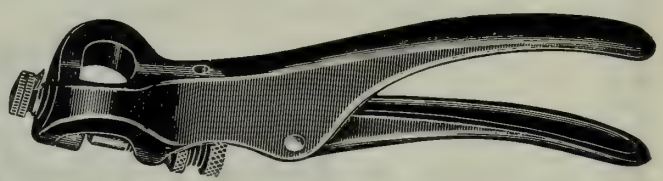
No. 81



No. 1

Taylor Saw Sets

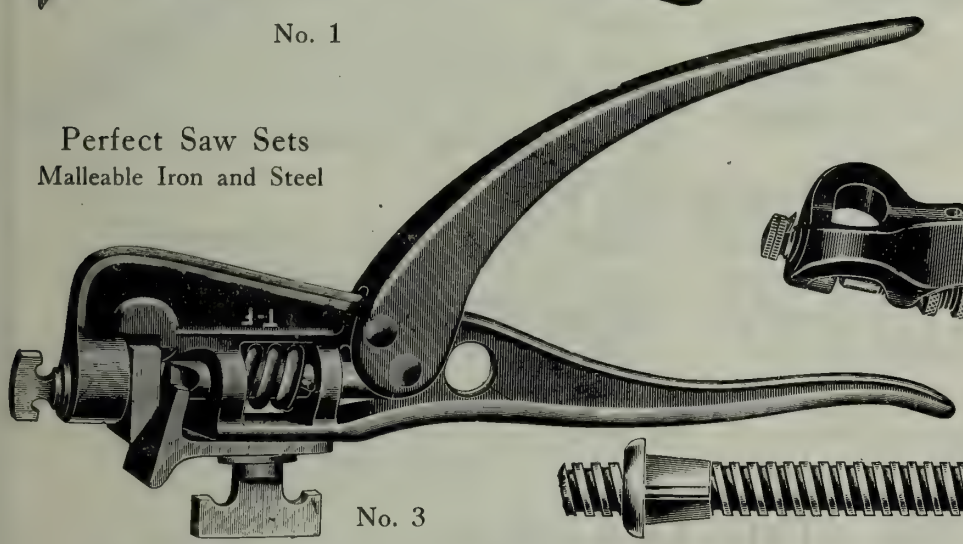
Cast Iron and Steel Parts with adjustable set. Gun Metal finish.



No. 5

Perfect Saw Sets

Malleable Iron and Steel



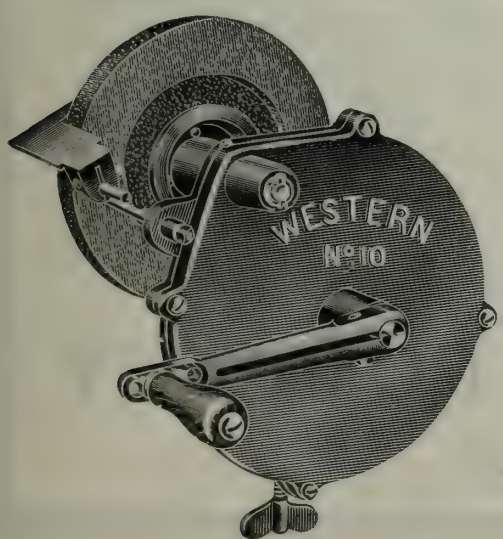
No. 3



Bench Screws

Wrought Iron, Machine-Turned Double Thread Screw. Hardwood Handles.

Western Tool Grinder



Noiseless
Dirtless
Chainless
Perfect
Gear
Corundum
Grinder
Wheels

Write your jobber. If he cannot supply you, write us

We'll ship Immediately

TAYLOR-FORBES CO.

LIMITED

Head Office and Works: **GUELPH, ONT.**

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

"Does It Pay To Advertise"?

Under this heading we are running a series of advertisements used in a Weekly Magazine of Canadian "home" distribution. Already we have five front covers and an inside page in this publication and will continue to use page space for several issues to come.

This advertisement, "Does it Pay to Advertise?" is in the form of an open contest—with one hundred and fifty dollars in our goods as prizes. We are doing this to familiarize *your* customers with our goods and trade-marks—to teach them that our trade-mark is a guarantee of quality and workmanship—with years of reputable business experience behind it.

Very likely you are already familiar with the particulars of this contest, having been visited in its interest by some of your customers. If so, you probably not only helped them, but yourself, by making some sales while they were in your store. If you are yet to be called upon—for your information the contest is briefly this:

Prizes to the papers giving the best description and stock numbers of our goods, with name of store in which they were seen. And the best suggestion as to the most forceful way to advertise our goods—giving reasons, etc., for the plan.

"Does it Pay to Advertise?" may be a question—but that It does pay to make the right kind of silver-plated ware, with a guarantee behind it, is not a question but a fact.

TRADE-MARKS

On Flatware

★ROGERS & BRO.A-1

(TRADE-MARK)

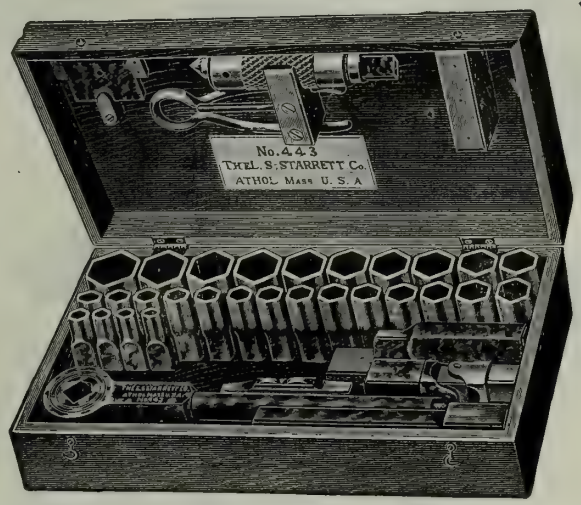
On Hollowware



STANDARD SILVER COMPANY

of Toronto, Limited

This Ratchet Wrench when Properly Displayed Pulls Splendid Sales with the Motoring Public



It is the Starrett Ratchet Wrench

It can be used in all sorts of places where the ordinary wrench is useless. Cramped corners and distant parts are made accessible by the ratchet action or by an extension socket. Finished parts need not be marred by placing and replacing the wrench, for the socket stays on the nut or bolt-head until it is completely in place or removed.

The wrench is provided with sockets which take any standard nut or bolt, and in addition there are provided a spark plug socket, a drilling attachment taking drills from ⅛ to ½ inches in diameter, a screw driver, and an extension socket.
With this set of wrenches, drills, and screw drivers combined, many repairs may be made on the road by the driver himself which might otherwise send the car to the garage. Motorists appreciate this and buy readily.

BY INVITATION MEMBER OF

Put a set in your show window and talk it up to motorists. Catalog 20 M.A., which describes the full line of Starrett tools will be sent free on request.

The L. S. Starrett Company

ATHOL, MASS.

42-238

NEW YORK—150 Chambers Street **CHICAGO—17 No. Jefferson Street**

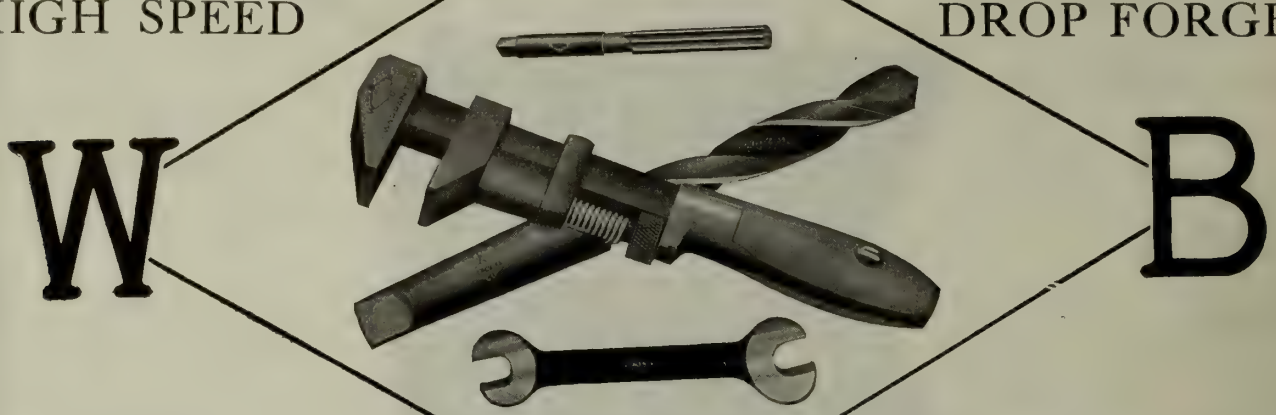
LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators.

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

THOMAS TURNER & COMPANY

Suffolk Works, SHEFFIELD, England

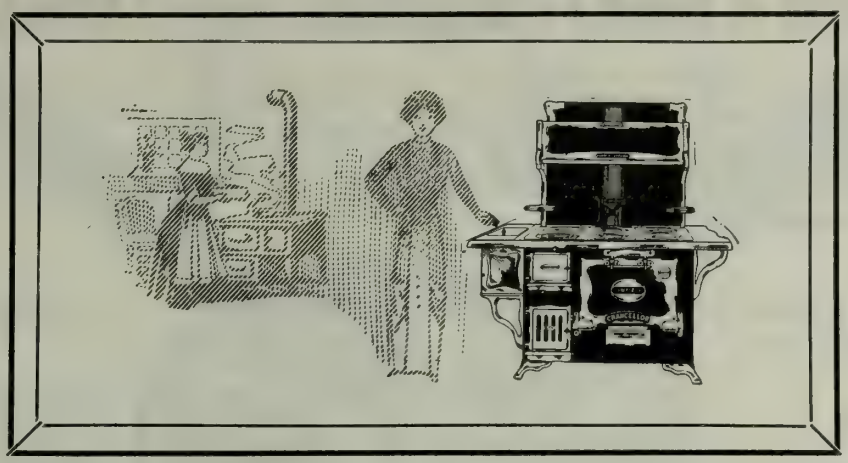


Cutlers to His Majesty



Solicit the enquiries of Wholesale Jobbers for all kinds of
TABLE CUTLERY, POCKET CUTLERY,
RAZORS, SCISSORS, ELECTRO PLATE,
ETC., ETC.

Thomas Turner & Co. hold large stocks, ensuring prompt deliveries, and suggest that all German goods should now be replaced from the OLD COUNTRY.



It takes a long time to bring a stove to such a high state of perfection as the GURNEY-OXFORD

Since 1843 we have been experimenting, testing, changing and perfecting the material and the design of the Gurney-Oxford Range.

The Gurney-Oxford of to-day is as perfect as human skill, time and money can make a stove.

The "Economizer" (licensed for use only on this stove) provides the simplest method of regulating a fire and the best check on fuel-waste that has yet been devised.

You can assure your customers that the Gurney-Oxford oven is always uniformly heated. A system of divided flues convey the heat to all sides and corners of the oven. *This is a most excellent point to demonstrate, because it means results in cooking.*

And the Gurney-Oxford is fitted with reversible grates that present the greatest possible surface to the air. This means perfect combustion and absolute freedom from clinkers.

These are the three outstanding points in the Gurney-Oxford. It is because of them that the Gurney-Oxford gives extraordinary results, and it is because of sure, unvarying results in cooking that the Gurney-Oxford owes its great popularity among Canadian housewives.

The Gurney Foundry Co., Limited

Established 1843

TORONTO GURNEY-OXFORD CANADA

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

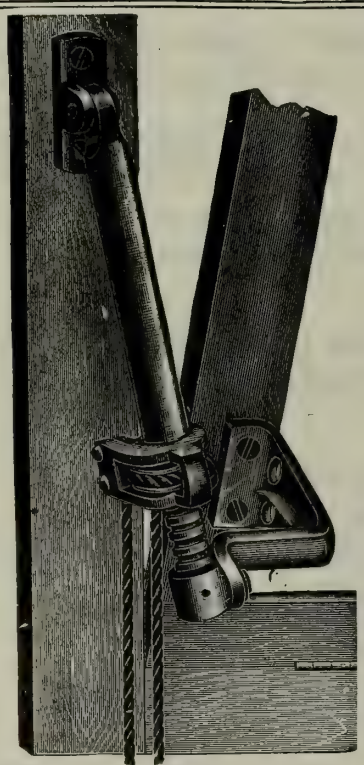
Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY; W. B. BATE & CO., 172 King St. West, TORONTO, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

EVERED

ESTD 1809 — & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

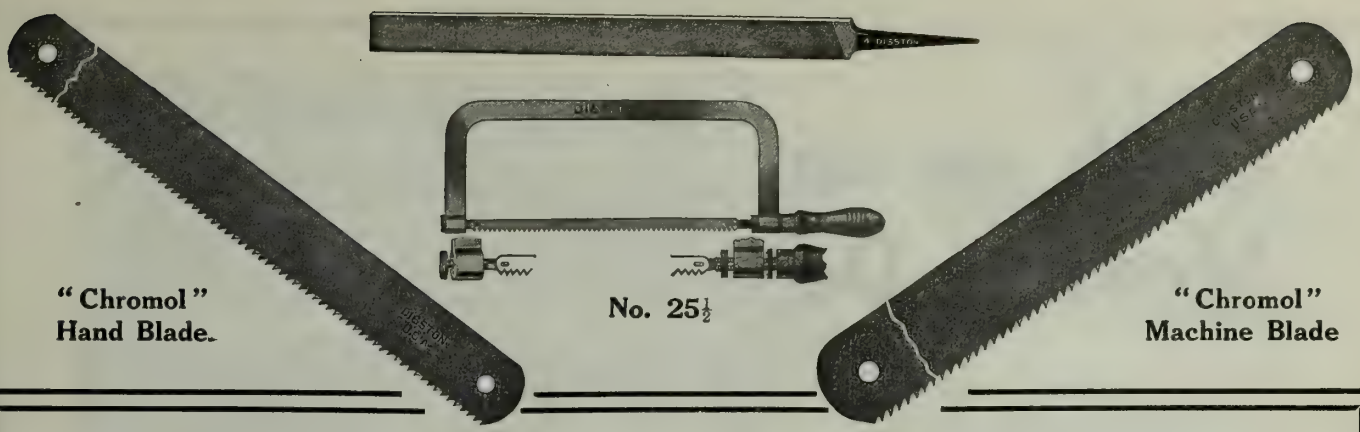
Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes



"Chromol" Hand Blade.

No. 25½

"Chromol" Machine Blade

Always preferred by the largest users, the war now makes it necessary to depend entirely upon American Superfine (Swiss Pattern) Files, Hack Saw Frames and Blades.

DISSTON BRAND GOODS
QUALITY GUARANTEED

include a complete line of these. They have long been recognized as the leaders, and will now, more than ever, be first choice of the buyers.

You, Mr. Dealer, should take advantage of this immediate increasing demand for home manufactures. By giving your customers goods that will meet every requirement for efficiency and durability you will lay a solid foundation for continued business.

We will furnish you gratis a number of advertising helps and cuts that will aid you in the sale of Disston Brand Goods. Write for complete information.

HENRY DISSTON & SONS, Inc.

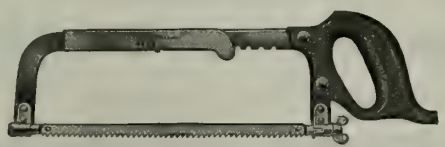
Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, U.S.A.



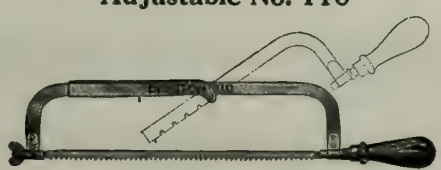
Reg. U.S.Pat. Office

Hollow Ground

Adjustable No. 36½



Adjustable No. 110





Screw Slotting

Canadian Works:
TORONTO, CANADA

Cash in on Moving Day

Second of a Series of Talks Outlining Opportunities And Ways to Sell Rope.



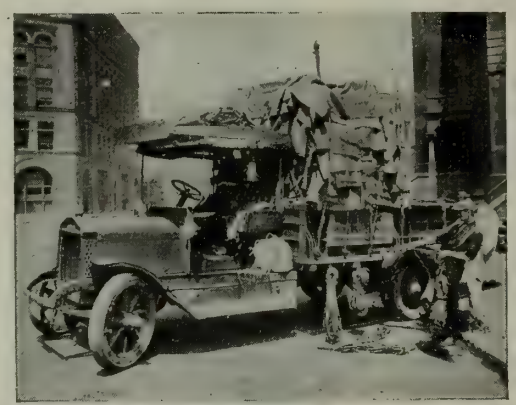
Heavy loads of household goods headed for new homes are keeping moving men busy these days. Liverymen are likewise on the jump with returning vacationists' trunks.

Moving men and liverymen are an easily-reached class. They use a lot of rope. Now, when their business is good and their loads heavy, is the time to sell them the new supply and

PLYMOUTH MANILA ROPE

is the proper article to furnish.

These people need and appreciate a fine, strong rope like Plymouth. Get their orders for the ship trade-marked brand and do it now.



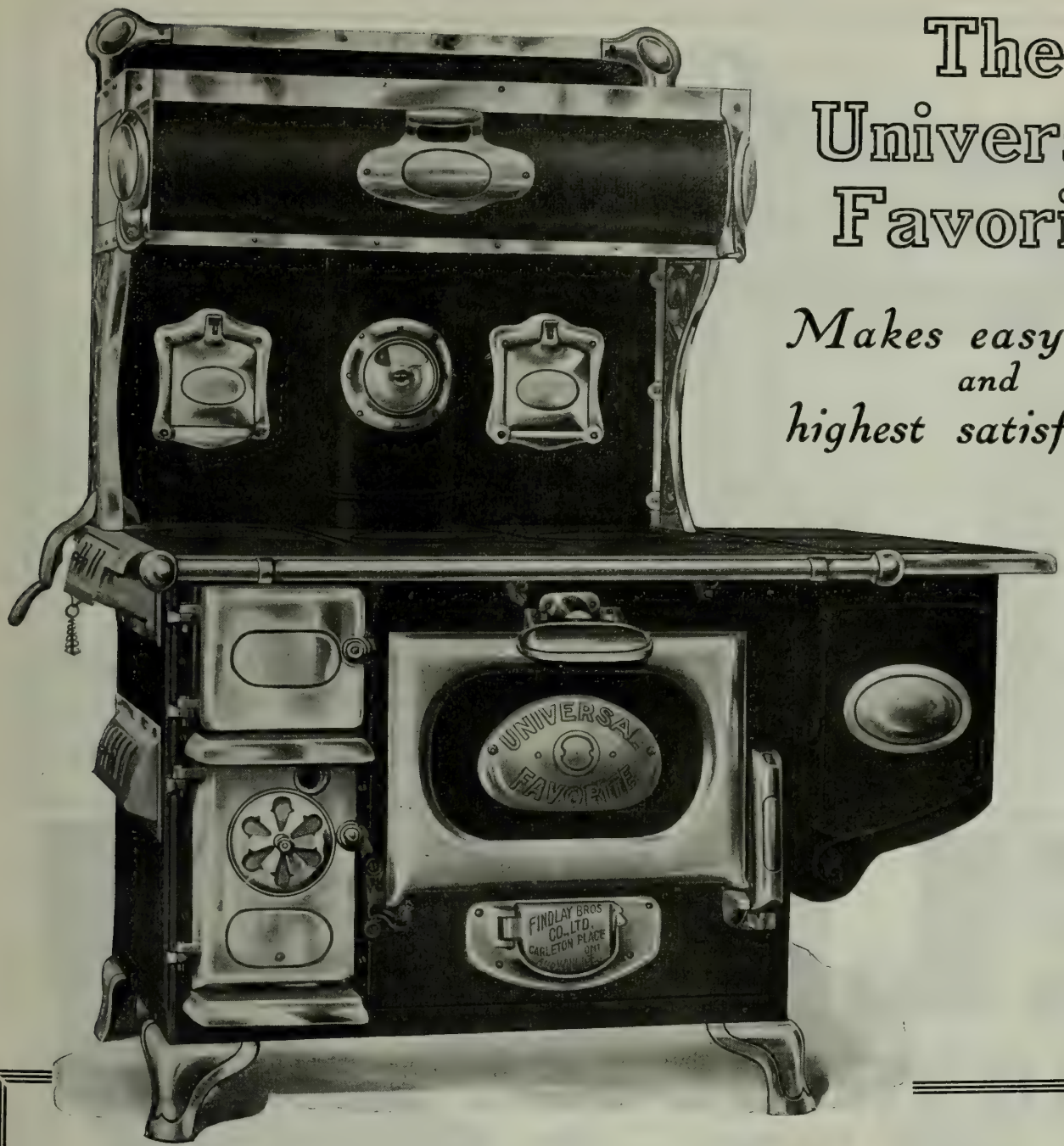
And remember this: for every family that's moving out there's usually another one moving in—sometimes more. Know these newcomers and start them off with a Plymouth Manila Clothesline. Make moving day mean bigger rope sales.

Independent Cordage Co., Limited

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



The Universal Favorite

Makes easy sales and highest satisfaction

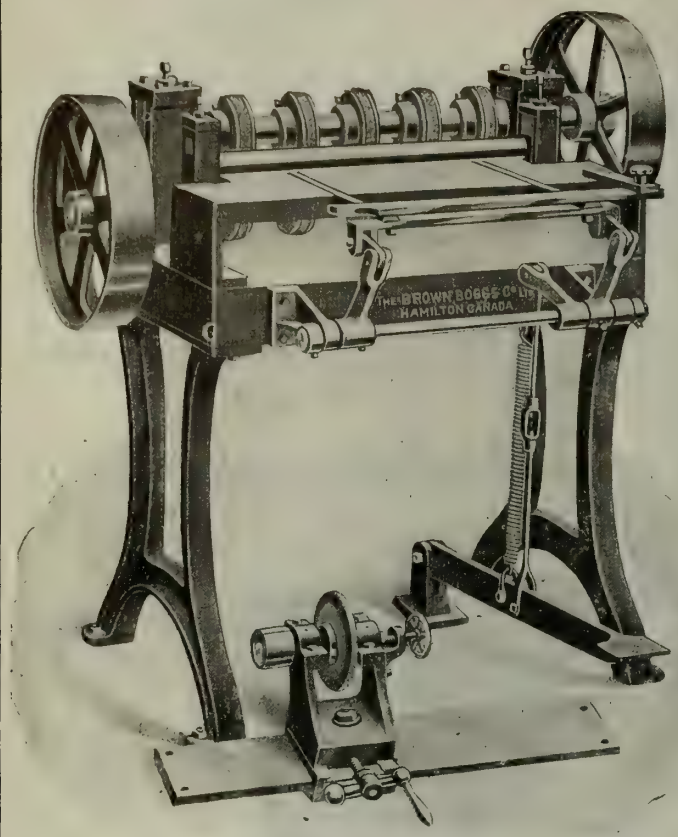
Smooth Castings—Tight and well-fitted joints—Attractive finish Semi-Plain Design

The Universal Favorite is a High-Class Family Steel Range that is certain to put you in command of the largest stove trade in your district. One sold in the neighborhood invariably results in a number of other sales.

Write for our new catalog—it gives the fullest description.

FINDLAY BROS. COMPANY, LIMITED Carleton Place, Ont. and Winnipeg

Wholesale Agents: REVILLON WHOLESALE LTD., EDMONTON, ALTA.



No. 1 Gang Slitting Shears.

Do you want to economize in manufacturing your tin cans, or similar articles requiring rectangular blanks? A "B.B." Slitting Shear is the Key to Economy.

Our No. 1, illustrated, is specially adapted for the work mentioned above. As many bodies can be cut as the size of the machine will allow, according to the width of the blank. For the purpose of feeding sheets into and carrying them through the machine, we supply rubber rings on the cutters, which are made of specially prepared rubber fitted to the cutters; these being flexible, adjust themselves to the various thicknesses or unevenness of the tin and prevents possibility of blanks being cut irregular. A front slide gauge operated by foot treadle starts the sheet perfectly square between the cutters. This feature is of considerable importance, as it insures perfect work. It is also equipped with grinding attachment and drum for grinding cutters. We build these in two standard sizes, Nos. 1 and 2. No. 1 will take 21¾" sheets; No. 2, 28" sheets.

Write for copy of Catalogue, and let us quote on your requirements.

The Brown Boggs Co., Ltd.

Hamilton, Canada

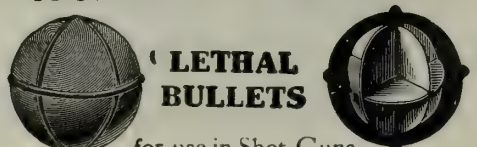
Western Representatives:

Messrs. Bissett & Loucks, Winnipeg & Edmonton

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



·38 Automatic



·32 Automatic

Eley ·22 Long Rifle "E" Brand Blue Label



·25 Automatic



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



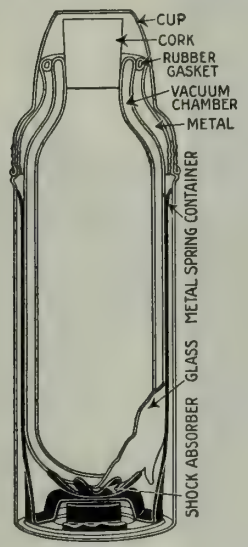
Examine Closely

This New Complete Line of

"UNIVERSAL" Vacuum Specialties



Six Styles of "Universal" Carafes, also Carafe Carrier, Tankard, Jugs, etc.
Prices $3.50 to $6.00



X-Ray View

A glance at the sectional drawing above will convince you of the superiority of "UNIVERSAL" Vacuum Bottles. Foremost among their distinctive features is the Metal Spring Bottle Container, which acts as a shock absorber, makes the bottle perfectly sanitary and does away with all cotton or paper pads.

UNIVERSAL Vacuum Specialties are pleasing in design and strong and simple in construction. Bottles, Food Jars, Lunch Sets, etc., each having the UNIVERSAL Mark of "first quality only."



Eight Styles of "Universal" Vacuum Bottles in ½-pt., 1-pt., and 1-qt. sizes.
Prices $1.00 to $4.00

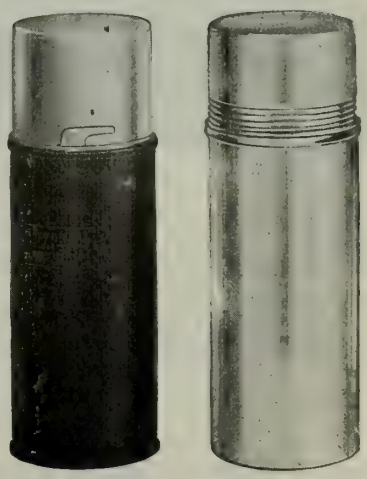


Four Styles of Universal Lunch Kits.
Prices $2.25 to $6.50
Three Styles of Universal DeLuxe Automobile Kits.
Price $14.50 to $55.00

UNIVERSAL

A Complete Line of Letherol and Cowhide Carrying Cases, with one, two and three compartments.

Write for New Special Catalogue on Universal Vacuum Specialties for the Hardware Trade.



Two Styles of "Universal" Vacuum Food Jars, in ½-pt., 1-pt., and 1-qt. sizes.
Prices $1.50 to $3.00

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

ENTERPRISE FIREPLACE GOODS

THE MOST COMPLETE LINE ON THE MARKET



No. 170 Electric Open Grate, 16 Tile.
Made in different designs and numerous finishes.

We make everything you need in this line and have a large assortment of designs, styles and finishes to choose from



No. 60 Coal Open Grate, 16 Tile.
One of our many up-to-date patterns.



No. 50 Portable Basket. These we can supply in many different designs and in sizes from 18 to 24 inches wide. Either black or brass plated fronts.



No 25 Andirons. Supplied in either Flemish Iron or Colonial Brass Finish.
Our assortment of andirons is large and mighty attractive.

Catalog No. 5 shows the complete line. Write for a copy.

THE ENTERPRISE FOUNDRY CO.

SACKVILLE, N.B.

DISTRIBUTING AGENCIES:

W. T. McArthur & Co.
1128 Homer St., Vancouver, B.C.

Reynolds & Jackson
Calgary, Alta.

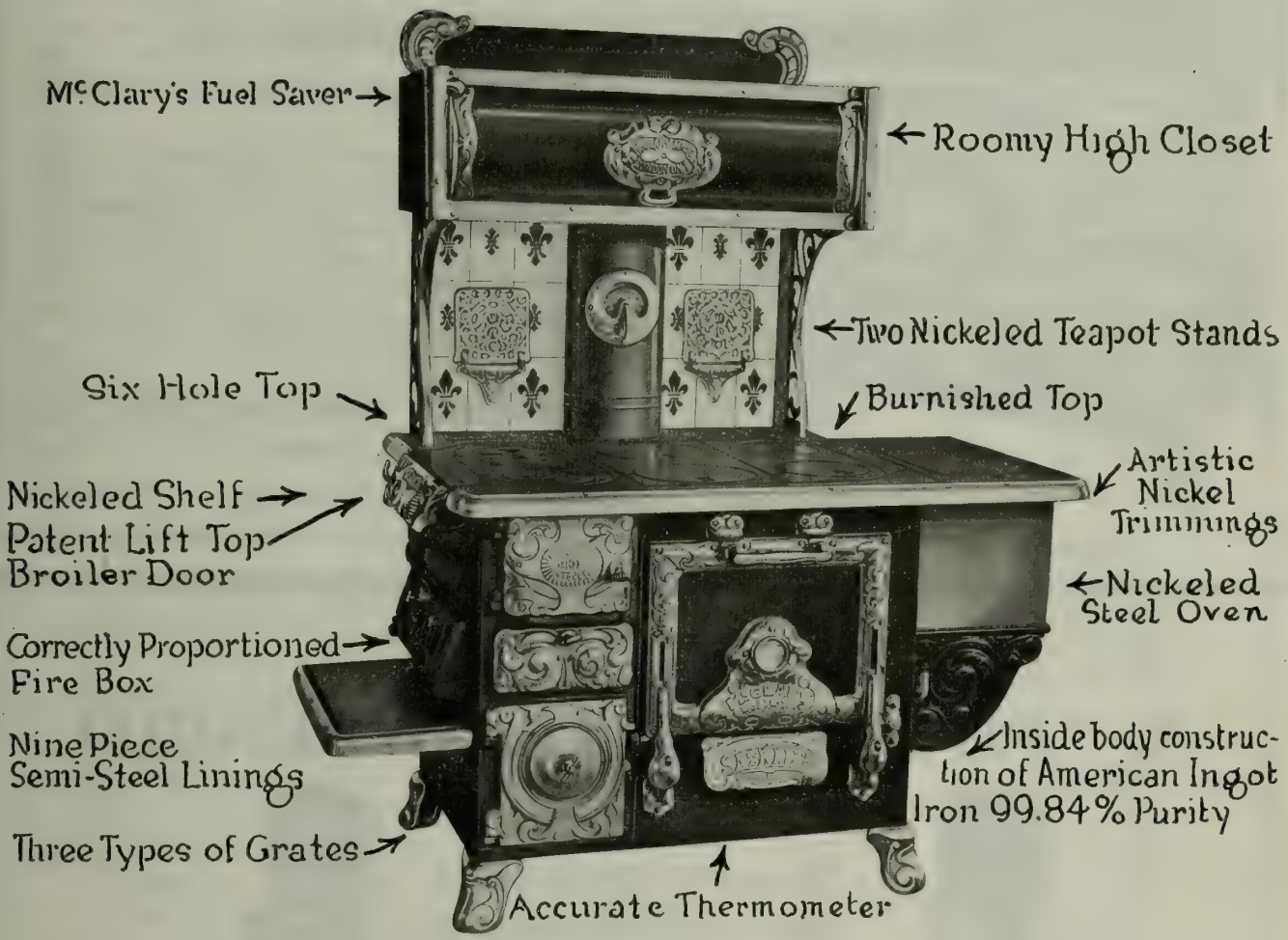
Race, Hunt & Giddy
Edmonton, Alta.

Enterprise Hardware Co.
Saskatoon, Sask.

Keep in the front rank of business warfare.

McClary's
Sask-Alta Range

wins out because it has the stability and the strongest "reserve force."

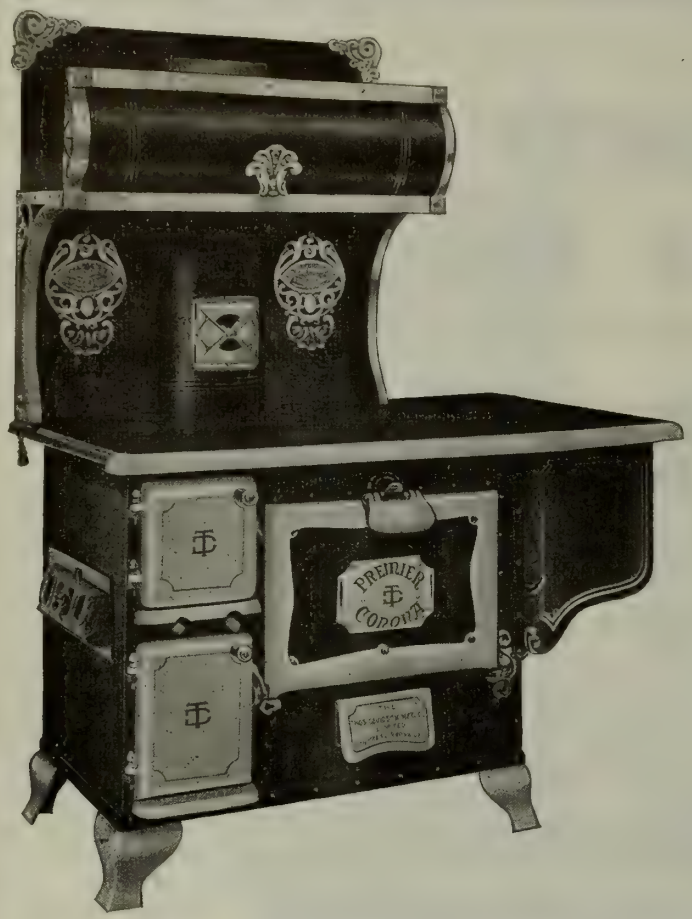


Qualities that stand the test:—Nine-piece Semi-steel linings—durability. Burnished Top—no blackleading. Patented lift-up Broiler Door—Ease. American Ingot Iron inside body construction—last a lifetime. "Famous Duplex" nickel—bright appearance retained. Nickeled Steel Oven—uniform intense heat. Three types of Grates—all requirements satisfied.

McClary's Ship Quick.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON



DAVIDSON'S Premier Cordova

Is the Best Medium-Priced Steel Range on the Market.

This may sound like an extravagant statement, but we mean every word of it. We know it's true. Hundreds of housekeepers will endorse this statement.

The Premier Cordova is fully equipped—beautifully nickel trimmed, and has all the ear-marks and appearances of other ranges selling at double the price. In performance and household trials of all kinds its excellent qualities have repeatedly been demonstrated.

Write for leaflet and prices and we will arrange for our nearest traveller to call.

The Thos. Davidson Mfg. Co.
Limited

Montreal **Winnipeg** **Toronto**

TRIMO
A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6″, 8″, 10″, 14″ only.



NUT WITH NUT GUARDS

Send for Catalog No. 150

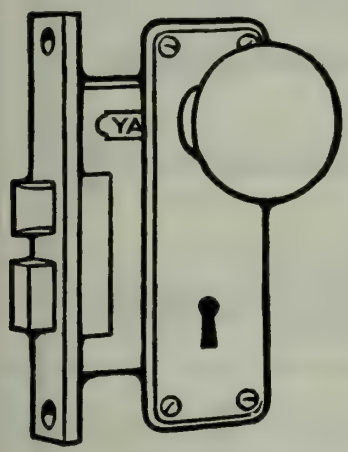


WOOD HANDLE

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

YALE

"The Mark of Quality and Efficiency"



YALE
Locks and Hardware

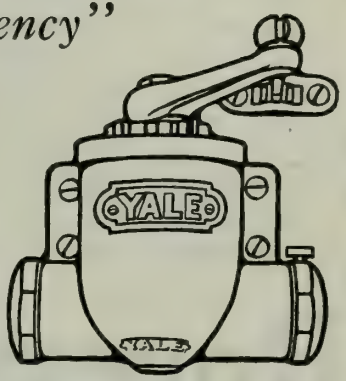
Yale Security means safe buying

Security is a comparative term. *Yale* security is a superlative term. Discriminating Superintendents know this and are learning that a trustworthy name in locks is a safe name in hardware — that Yale security means safe buying whether it be:

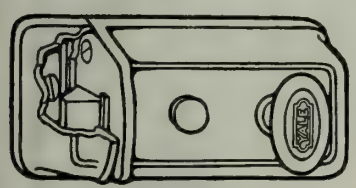
YALE Locks and Hardware
YALE Night Latches
YALE Cylinder Locks
YALE Padlocks
YALE Door Closers
YALE Trunk Locks
YALE Cabinet Locks
YALE Chest Locks
YALE Bank and Safe Locks

Almost any responsible hardware dealer can supply your Yale needs. A Yale dealer is a good man to know.

Write us today for booklets or catalogs on any Yale Product you are interested in. We will gladly supply you with detailed and interesting information.



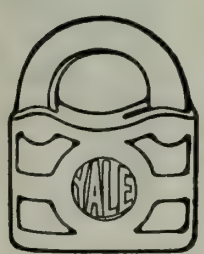
YALE
Door Closers



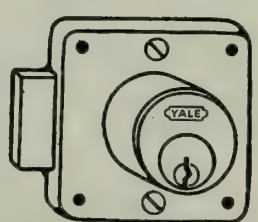
YALE
Night Latches



YALE
Trunk Locks



YALE
Padlocks



YALE
Cabinet Locks

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers.
General Offices and Works:
ST. CATHARINES, ONT.

Profitable Sales

Cement Profits for the Retail Hardwareman

Builders and contractors are the hardwareman's best customers. They all use large quantities of cement. You can sell them cement just as well as nails or tools or anything else. Handle a cement of recognized quality and the business is yours. Such a cement is

Rogers' Portland Cement

Rogers' Cement has that smooth, even set so essential to good concrete. Also it is uniform and pure. No crumbly spots or weak places in concrete made with this cement. You can strongly recommend it to your most particular customers. Write to-day for our agency plan whereby you can handle all your trade with a small stock.

Alfred Rogers, Ltd.
28 King Street West
TORONTO

N. J. DINNEN & CO.
Western Sales Managers
WINNIPEG - Manitoba

ARE YOU GETTING all the "Yankee" Tool trade coming your way? Are you ready to hand out "Yankee" Tools when your customer is in the humor to buy? If not, you lose.

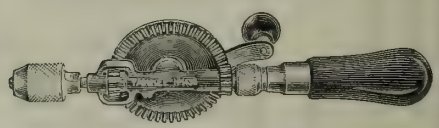

Plain Driver, No. 90.


Ratchet Driver, No. 15.


Spiral Ratchet, No. 130.


Push Drill, No. 44.


Push Brace, No. 75.


Plain Drill, No. 1430.



Breast Drill, No. 1555, with Double Ratchet.



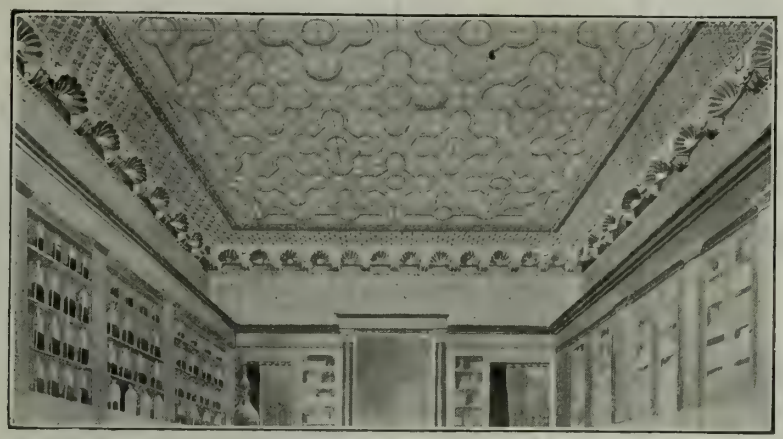
Chain Drill.


Bench Drill.

There are now more than a hundred styles and sizes comprising the line. Most jobbers will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U.S.A.

YOU can make the old store cleaner and brighter than most new ones by installing beautiful and artistic



We help you to estimate on interiors like this. There's money in them for you.

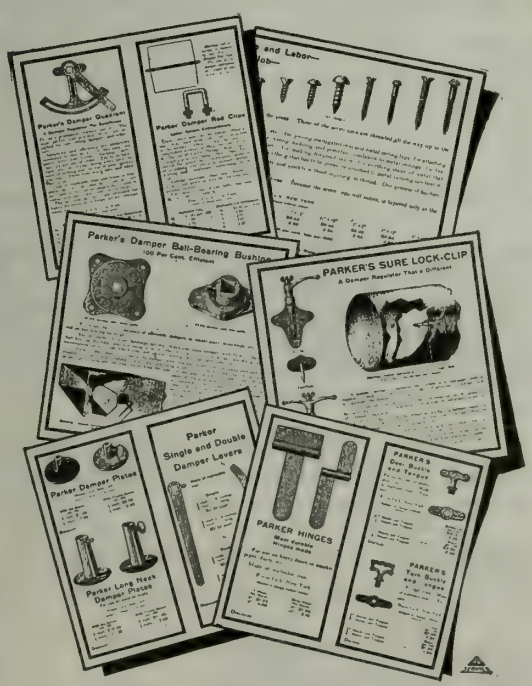
"METALLIC"
Ceilings and Walls

More than that, Sir, your customers will admire them — they will make it easy for you to sell more.

Think of the tremendous possibilities right in your town for trading in these fire-proof, sanitary and inexpensive building materials. The stores of your brother merchants, homes, schools, theatres, hotels, cafes and public buildings—all can be beautified and enhanced in value by "Metallic" Ceilings and Walls. Erected in your own store they will successfully demonstrate their beauty and utility. Send for our illustrated catalogue "H" and price-list and we will show you how you may readily and easily add to your profits.

Have you our latest catalogue of the full line of "Metallic" Building Materials? It is an effective salesman.

THE METALLIC ROOFING CO., LIMITED
MANUFACTURERS
TORONTO and WINNIPEG



May We Send You These Six Circulars?

They picture and describe products you'll surely be interested in — Parker Products.

The country's foremost Engineers specify these products for use in the greatest buildings because of the satisfaction which they give; and Sheet Metal Workers, everywhere, use them in preference to all others because of the better, neater, more satisfactory jobs which they make and the big saving of time and labor which they effect.

Just say on a letter or postal: "Send me the six circulars advertised in 'Hardware and Metal'," and they'll follow by the first mail.

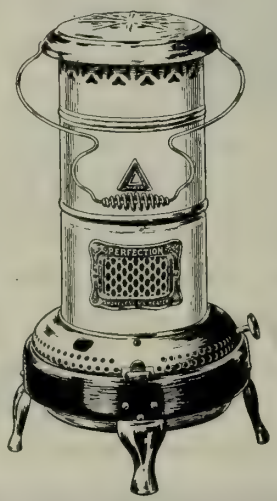
Parker Supply Company
Manufacturers of Engineers' and Sheet Metal Workers' Specialties
521 West 45th Street, New York

AS SURE AS FROST

At the first touch of cold weather you will get heater buyers—and it's the

PERFECTION
SMOKELESS
OIL HEATER

that they'll ask for.



Perfection heaters have been consistently advertised for years — in your customers' favorite newspapers. The Perfection is good-looking, well-built, and durable. It is absolutely smokeless and odorless, has a strong brass or leaded steel tank, and is fully guaranteed. Better stock up now and catch the early buyers.

Rayo LAMPS



are needed for the long winter evenings that are coming. An inexpensive lamp that is smokeless and odorless, and easy to clean. Gracefully designed, solidly built and durable. Write for catalogue of styles and prices.

Royalite Oil Gives Best Results

THE IMPERIAL OIL CO., Limited

Toronto
Ottawa
Halifax
Montreal
Quebec
St. John

Winnipeg
Calgary
Regina
Vancouver
Edmonton
Saskatoon

You can wheel the biggest stove around in a jiffy

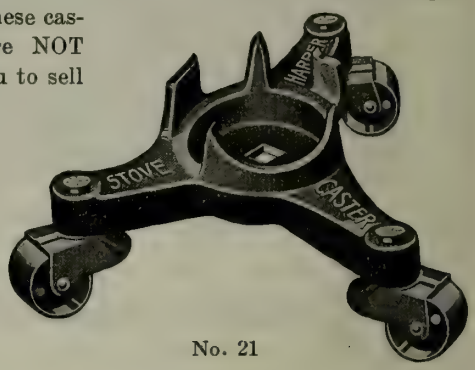
to where the customer can best see it if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight.

Remember these castertrucks are NOT made for you to sell —**they are for you to use, and to increase stove sales.**

They will last you indefinitely.



No. 21

Chicago Hardware Foundry Co.

NORTH CHICAGO, ILL.

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Medal Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and lighthouses.



Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

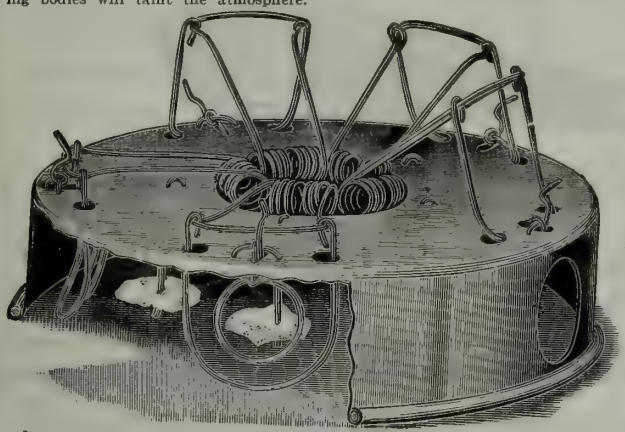
The Hamilton Gas Mantle Co.

LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

MICE AND RATS

will soon be hunting for cover. The first September frosty nights will cause millions of these pests to seek for warm winter quarters in warehouses, stores, offices, dwelling houses, etc. Once settled down, they will increase and multiply exceedingly, unless checked by some efficient means. Trapping is the best method, as the corpses can be disposed of quickly, and the vermin do not die in inaccessible places, where their decaying bodies will taint the atmosphere.

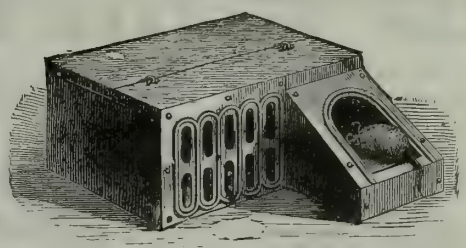


THE "METALLIC."

THE DELUSION MOUSE TRAP.

E. T. WRIGHT CO. LIMITED MANUFACTURERS

Hamilton, Ont.



DIRECTIONS:—Put as large a Piece of Cheese or Cake as you can crowd into the Bait Box, fasten the lid, place the trap in a desirable place, and it never fails.

To Kill the Mice—Let them out into a pail of water

THE "DELUSION"

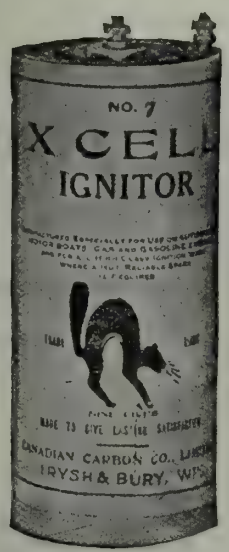
The "Delusion" Mouse Trap is always open—day and night. Its accommodation is unlimited—another visitor is always welcome. Each mouse simply walks right in—turns around—and stays there. In the morning you drown the contents in a bucket of water. The "Metallic" Mouse Trap accommodates six guests at a time. Being all metal, it does not split nor rot.

Packed in 1 Dozen, 1 Gross and 5 Gross packages.

Special prices quoted on quantity orders.

Other lines of Traps we handle are: Wood Choker Mouse Traps, Revolving Mouse Traps, Sure Catch Mouse Traps, Hold 'Em Mouse Traps—Sure Catch Rat Traps, Hold 'Em Rat Traps, Cam Lock Rat Traps.

E. T. WRIGHT CO., Limited, HAMILTON, CANADA



"X CELL" Batteries

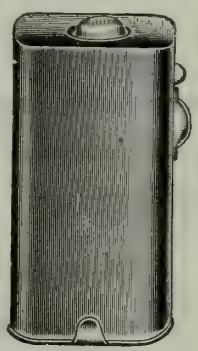
You'll make a big profit by selling these big service goods.
Also the flashlights for which we are agents.

No matter what the requirements may be you cannot recommend "X CELL" Batteries too strongly, for they invariably excel in service.

Because of their safety, long life and convenience our Flash Lamps are needed on farms and in town.

A trial will convince you that this is the line which creates a demand to your profit.

Order from your jobber.



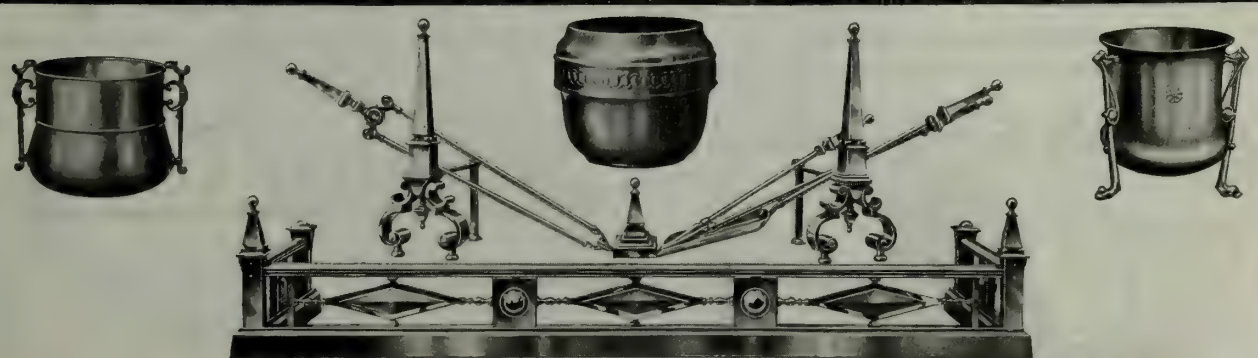
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Winnipeg, Man.



Are you selling Hearth Furniture, Fire Screens, Jardinieres.?

Catalogues on application



Agents:- **G.H.SAYWELL Co., 123, BANNATYNE St., WINNIPEG.**

HOOPER & EDMAN LTD., SPRING HILL FOUNDRY, BIRMINGHAM.

The Niagara Pattern

This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsmanship.



Our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

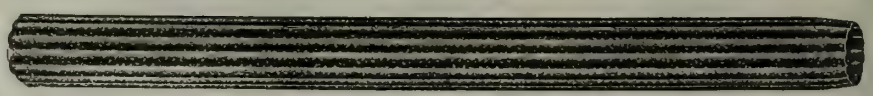
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You want Conductor Pipe that has a good straight seam and that can be put up without loss of time—well we make so order from us.

Eavestrough, elbows, ridge roll, valleys, skylights, ventilators and
CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

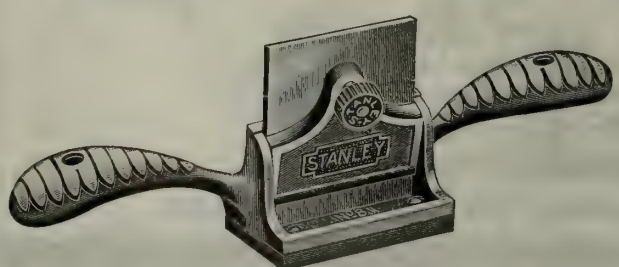
THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Adjustable Scraper No. 81



No. 81—10 in. long, weight 2¼ lbs. List Per Doz., $18.00. Packed one in a box.

Stanley Tools

This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Huronic

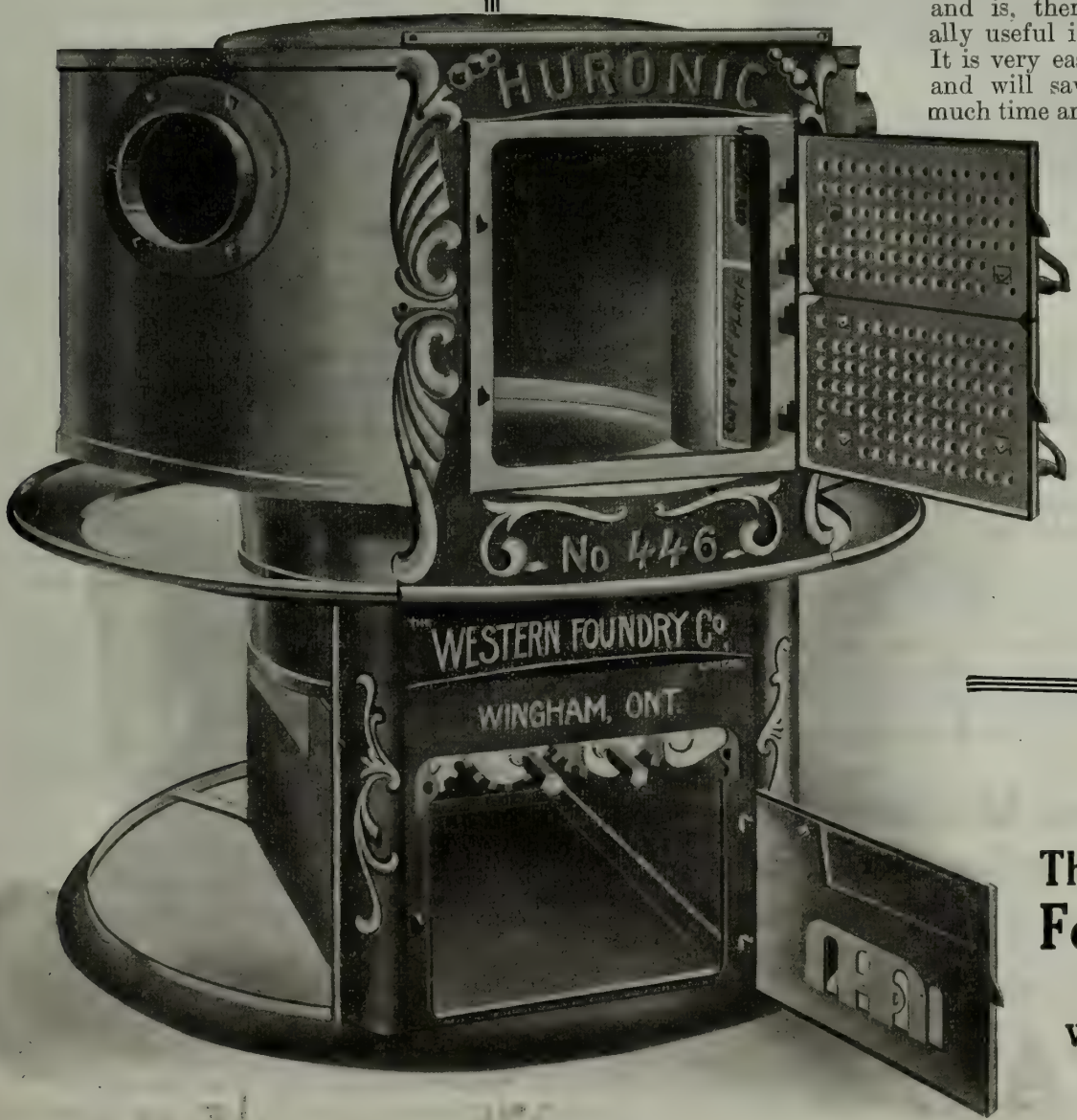
Presents many essential features which are entirely new and certainly durable.

The fine, smooth castings are the result of the best workmanship, and the *highest grade of pig iron.* No scrap iron is used.

THE Huronic is very simple. There are no complicated parts to get out of order. Grate Bars can be replaced without dropping the fire. Deep Ashpit. Unobstructed Grate Area. Full-sized Firepots. Radiator has triple radiating surface, solid grey iron dome, extra large fire door, interchangeable smoke-pipe connections, one-way fire travel. The only radiator made in which every inch is radiating surface. No dead ends. Direct draft damper is placed in one side flue, either right or left, and is interchangeable without the use of any bolts whatever. By keeping this damper closed ALL THE SMOKE AND GASES ARE COMPELLED TO PASS ENTIRELY AROUND THE RADIATOR. This is an important feature, as it prevents the possibility of one-half of the radiator becoming ineffective, on account of the tendency of the draft to go around one side only, which is the case when the smoke collar is at the back and the draft divided at the front.

A smoke collar is placed on each side of the radiator and a plate is supplied to close the one not required.

The Huronic is quite low, and is, therefore, especially useful in low cellars. It is very easily mounted, and will save the dealer much time and annoyance.

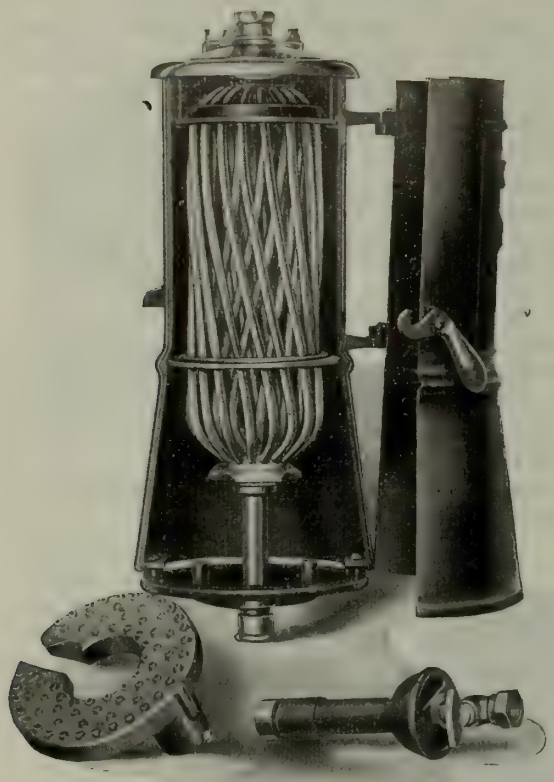


The Huronic is highly prized by users because it is economical on fuel, highly efficient in heating qualities and exceedingly durable.

Write for catalog — it describes it fully.

The Western Foundry Co. Limited
Wingham, Ont.

HOT



Guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

A Great Seller
Stack Water Heaters

They sell themselves if you put the heater where Mr. Hot-and-grimy-customer can see it, and have the price where he can see that too.

Sooner or later the suggestion of that bath in water that is "just right" will loosen up the tightest wad—it's human nature, that's all. And one sale means more, for a good article. That is where our STACK GAS WATER HEATER comes in. It's a peach for the price. We'll send you a circular describing it.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. W., Toronto, Canada

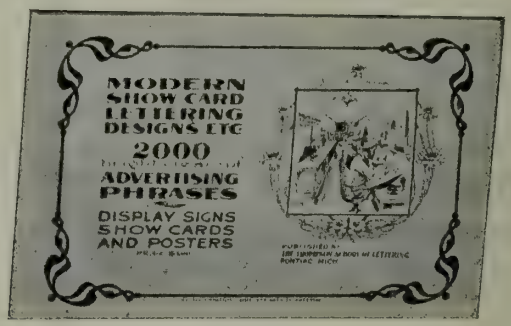
LARGEST MANUFACTURERS OF ENGINEERS' AND PLUMBERS' BRASS GOODS IN CANADA.

WATER

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

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outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

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All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is $1.00 delivered to your address postpaid

Page size of book 6x9 in., 144 pages

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143-153 University Ave., Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, SEPTEMBER 19, 1914. No. 38

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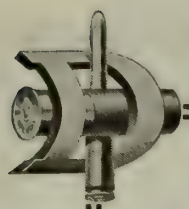
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Can You Shoot a Rifle?

Can You Show Others How to Shoot a Rifle?

THE HUNTING SEASON IS HERE

The head of your sporting goods department should be thoroughly familiar with sportsmen's equipment.

He should be able to recommend the proper gun and cartridge for the game to be hunted. He should know all about ammunition — particularly, why Canadian-made Dominion Ammunition is the best adapted to Canadian conditions — made to fit every popular gun.

"Buy Canadian-made and keep the money at home."

Dominion Ammunition—the only Ammunition entirely made in Canada.



O-Cedar Polish Mop

(Made in Canada)

Highly recommended by neighbors everywhere

Extensively Advertised Throughout the Dominion

It makes an immediate hit with the housewife, because it enables her to **dust, clean and polish the woodwork in one operation**—because it does away **with strenuous reaching or getting down on hands and knees.**

The O-Cedar Polish Mop gives a hard, dry, durable, attractive finish, and its padding prevents the marring of furniture.

A display will draw much attention and many sales.

Our policy is satisfaction or money back.

Send your jobber a trial order.

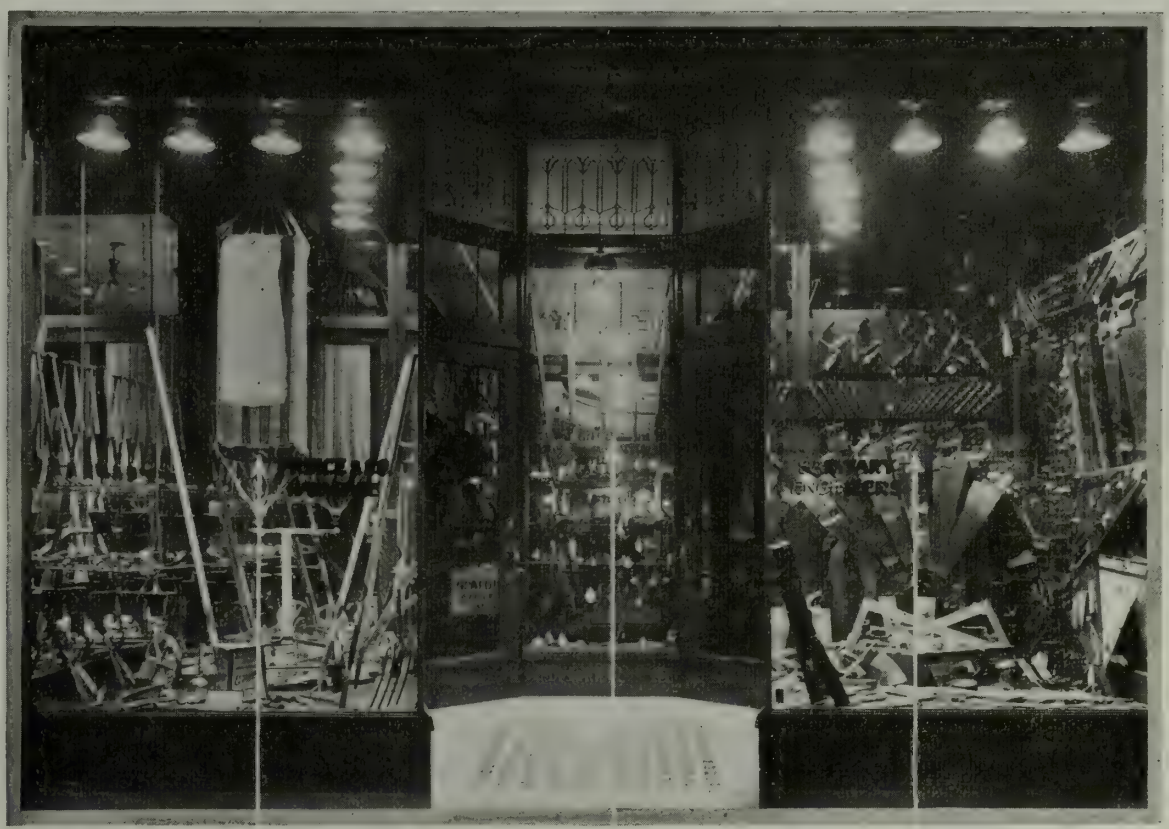


CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue, Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. SEPTEMBER 19, 1914 No. 38



Display of Garden Tools.

Display of Fishing Tackle.

Display of Mechanics' Tools.

Making the Best of a Narrow Store Front

Toronto Hardware Firm with Sixteen Foot Store Front can Show Three Distinct Hardware Displays at One Time.

A LITTLE over a year ago Prince & Co., hardware merchants at 526 Bloor St. W., Toronto, were confronted with a problem that is to-day confronting many other Canadian merchants. The Prince store is located on a busy street and the store front is only sixteen feet wide. For many years a narrow show window with the entrance to the store located on the east side was all that could be seen by the passer-by. Realizing the necessity and importance of good show windows, the firm set about to figure how the store front could be improved, and adequate display space provided in the exceedingly narrow space available. Great credit is due to the man who solved the problem, for to-day Prince & Co. have one of the most attractive and practical fronts to be found in any store with a frontage of similar width. Three separate display windows and two entrances have been provided for in the sixteen-foot frontage and many of the details can be seen in the above illustration. Two of the display windows extend out to the sidewalk. Each window has a frontage of six feet, leaving a 4½-foot entrance. The windows taper towards the rear, thus allowing sufficient width for a third window and two entrance doors. No expense has been spared to make the front attractive. The woodwork is of solid quarter-cut oak, and presents a rich appearance. The sides and backs of the interiors of the show windows are paneled and mirrored. The floors of the windows are of quarter-cut oak. The ceilings are also oak. Several incandescent lights (shown in the illustration) supply an abundance of light for illuminating the windows at night. The tiled floor of the

(Continued on page 50.)



An Excellent Thanksgiving Window Dis play of Cutlery.

Getting a Share of Thanksgiving Trade

Retail Hardwareman is in a Position to Secure a Nice Share of Desirable Trade in Thanksgiving Cutlery—Using the Show Window to Advantage—Practical Display the Best.

WITH Thanksgiving Day only a few weeks away, it is time that window trimmers were planning their Thanksgiving window displays. The Thanksgiving window should be one of the most attractive displays of the whole year. Nature can be made to play an important part in making the display so novel and attractive that few people will be able to pas the store without having their attention drawn to the display—and the cost will be trifling.

The accompanying illustration shows a display which was aranged last year by a window trimmer in an Ontario hardware store. It is reproduced here for the purpose of showing window trimmers in other towns how they can arrange a decidedly novel and attractive display at small cost and at the same time show a range of goods which is peculiarly saleable during, and particularly before, the Thanksgiving period. This display made a hit and was talked about by practically all the residents of the city in which the hardware store is located.

A large number of direct sales resulted from the display and the window trimmer and the firm he works for were well repaid for the efforts and time expended in arranging the Thanksgiving window.

Nature was called upon to play an important part in the display. An appropriate background with a grape border added to the effectiveness of the display. The golden grain, corn, pumpkins and fruit were novel features and attracted attention immediately. Any window trimmer could easily secure on short notice and at practically no expense, sufficient grain, fruit, etc., to make a display similar to the above.

Two neat show cards have been used to draw attention to the Thanksgiving cutlery display.

The chief idea of the display was, of course, to sell cutlery. A considerable quantity of cutlery is usually disposed of just previous to Thanksgiving day, but the sale could no doubt be greatly increased if every hardwareman would push the line. The accompanying display features the goods which are most likely needed during Thanksgiving and you will notice that a neat price card accompanies each article. Carvers are the chief sellers. Nobody likes to carve the Thanksgiving turkey or goose with a dull knife.

Carvers in pairs or in cases can both be featured. It is also a good plan to display kitchen knives. There are many people who would not buy a new carving set but could be induced without much persuasion to purchase a butter-knife.

In addition there are certain lines of table cutlery, including steel knives and forks, plated ware, game carvers, fruit spoons, etc., which will also sell. Silver fruit baskets can be featured as shown in the accompanying illustration.

In arranging displays, window trimmers could make reference by using showcards to the state of war existing and its relation to the cutlery markets, pointing out the fact that despite the war the assortment on hand is extensive, etc., etc.

Quite frequently you see freak displays at Thanksgiving or Christmas time. They usually take the form of a whole window display, space being used as an enclosure in which two or three live turkeys or other animals are running around. These windows attract attention but seldom sell any goods. A practical display such as the one here shown is likely to result in sales and profits for the merchant.

Duty—With Profit!

A Further Sermon to Preach to Your Customers

Written for Hardware and Metal by G. Darling, Advertising Manager G. F. Stephens & Co., Limited, Winnipeg, Canada.

DUTY, is a word often used, but not too well liked. It too often calls to mind something unpleasant.

Duty to our Mother Country, and therefore to ourselves, means many things—some far from pleasant—some anything but profitable when viewed from a personal standpoint and some of heart-rending sorrow. Despite these, there are other duties which are a joy—which are profitable and some which bring happiness to the individual and nation alike.

Of the pleasant and profitable duties we will speak and ask you, who are at the front, on the firing line of business, to speak of in turn to your customers.

The annual World's production of Wheat and Rye amounts to some 650,000,000 quarters and of this amount 350,000,000 quarters (over half) are produced in France, Germany, Austria and Russia.

Every available man up to forty-five years of age in these countries is at the front. Up to date (September 8th) the losses of Germany alone are variously estimated at from 200,000 to 300,000 men. Again we must consider the fact that nearly every available horse is in use as a cavalry mount or for artillery service—leaving none to pull the plow.

Even if the War were to stop at once, the effect on these grain producing centers would be serious and under no circumstances can any but a very small crop be expected during 1915.

Who must feed this great mass of people? What country is most capable of increasing acreage and producing enough to fill this enormous demand?

CANADA, alone, could do it if there were more farmers. The United States could do it if there were more farmers—the South American communities could do it if there were more farmers. But, there is no possible way to supply this need of farmers in time to supply the needs of 1915, therefore let us look for an alternative.

If the farmers in Canada, the United States and South America each add a few acres of grain to that which they already have under cultivation the result will be accomplished.

We cannot influence the States and South America in this matter, but you can influence the farmers in your particular territory and he will be quick to grasp the idea when you show him how the increased price, through the supply not nearly equalling the demand, will more than repay him.

That is your duty to your Country and yourself, for it means increased prosperity to every farmer, to yourself and your brother Merchant, and the prosperity of the individual is the prosperity of the Country.

Canada, to help the Mother Country—to insure the safety of the millions already lent us—to assure further loans—must be prosperous, and prosperity in Canada depends primarily upon agriculture, fisheries, forests and mines. On the first of these, we, in Western Canada, place our hope and it is our duty to further in every way this profitable department.

Help by preaching additional acreage and intensive mixed farming. You will reap the benefit in increased prosperity, you and your brother merchants. We will profit with you, for prosperity and paint march hand-in-hand—they are terms which have become almost synonymous.

HARDWARE AND METAL

VOL. XXVI. No. 38 Toronto, Canada, September 19, 1914 Two Dollars per Year

THE FUR TRADE

THERE are a great many retail hardwaremen in Canada who do a large business each year in raw furs. In many cases the furs are taken in trade for hardware supplies and are then disposed of to various large firms dealing exclusively in raw furs. In some sections of Canada fur-trapping is carried on to a large extent at certain seasons of the year and business in these sections is largely affected by the success or failure of those engaged in the trapping occupation.

Retail hardwaremen are also large dealers in trapers' supplies, including game traps, and other equipment, and when the fur trade is affected it naturally affects the business of the retailer in trapper's and hunters's supplies.

What effect the war will have on the price of raw furs during the coming season is therefore a question of vital interest to every trapper, and to every merchant who deals in raw furs. The fur trade this year is in an entirely different position than it has ever been in the past. The two greatest fur centres of the world are both located in countries which are now at war. Russia, a country which is a great producer, purchaser and user of furs is also at war. France, the fashion centre of the world, is at war. Taking the situation as it now stands there is no precedent by which we can judge or predict the results. For the benefit of hardwaremen who are interested in the raw fur trade, Hardware and Metal is instituting enquiries to secure any reliable information which may be available on the subject. In our next issue we hope to give considerable information regarding the trade at present and how it will probably be affected by the war. Figures will be quoted to show the extent of the fur trade in Canada and other countries, and the information will undoubtedly prove interesting to the trade.

WAR AND BUSINESS

OBVIOUS signs of growing confidence have been noticeable during the past week. The The good news from the fighting zone coupled with the steadying of business after the passing of first excitement of the war have had a good effect on trade generally. Collections although still below normal continue to show improvement and there is a general feeling of optimism percolating throughout the trade. Banks are continuing to lend money for strictly commercial transactions but are endeavoring to avoid every kind of speculative business. Encouraging reports continue to come from the West where the yield of grain is greater than had been anticipated. A large proportion of the help engaged in harvesting and threshing the Western crop has been secured from the ranks of residents in the West. Very few Easterners were engaged in Western harvest operation this year. The result will be that a great deal of the harvest help money which usually goes back to the East and elsewhere will this year remain among the people of the West. With high prices prevailing for all grains the whole Western situation is very encouraging. Eastern jobbers report that business in the agricultural districts is holding up well and compares favorably with the volume of trade passing during the corresponding period of last year. Business in the manufacturing centers is not as brisk as might be desired but the hope is expressed that an improvement will soon be noticeable. A number of large firms are concentrating their selling forces on the smaller towns and cities located in agricultural districts. All agree that this is a time to proceed cautiously but nevertheless energetically.

Much can be accomplished by increased effort to offset the loss caused by the effect of war. It is the part both of patriotism and sound business to put forth that effort. There are many opportunities, presented to Canadians these war days, which if vigorously pursued will enable us to offset losses and reduce hardships caused by the war. The high prices prevailing for cereals, for livestock products, and the prospect of their remaining high, the better outlook for the allies in Europe and the tendency toward better financial conditions in the United States are all factors which should aid in building confidence in Canada. Let us all proceed cautiously but energetically.

EXTENDING TRADE

IN England they have not been slow to realize the wonderful opportunity which has been offered by the war with Germany to extend trade to Canada and endeavor to take the place of German goods in this market—nor are they losing time in taking steps to secure to Britain supplies which have been cut off by reason of the hostilities.

Commissioners are coming to the country for both purposes, to extend trade for British manufacturers and to seek supplies for British firms which must look to this country or the United States for their goods.

Under the auspices of the Canadian Chamber of

Commerce in London competent business men are being sent to Canada to study conditions at first hand, and to look into questions of transportation and distribution. In this connection the possibilities of the Panama Canal will have consideration.

One feature of the propaganda is the proposal to equip a special train for the exhibition in Canada of British made goods. The train would be made and equipped in England and the exhibits would include the goods of a couple of leading manufacturers in each line.

"The first tour is planned to last a year, extending over all the railways of the Dominion, and after that,—'says the *Times*'—it will continue with different exhibits so long as the British manufacturer finds it profitable. Thirty-eight first-class firms all over the country have already booked space on the train, and when a minimum of a hundred is reached, the arrangements will be completed.

"The train and its engine will be built to suit Canadian requirements, so that when its use for exhibition purposes is ended it may be sold to a Canadian railway company, and information is being gathered from Canadian towns and commercial bodies as to the class of goods, and the design of goods, required by consumers in the Dominion, so that British manufacturers may not send over unsuitable exhibits which will not attract the Canadian trader."

A GOOD MOVE

A WESTERN Ontario newspaper in drawing attention to the fact that merchants of the city were planning to co-operate in holding a big three days' sale on the dates of the annual fall fair said,—"Few realize the fight the retail merchants are up against in the smaller cities and towns. Competition is keen amongst themselves, and besides this there is the continual fight with the mail order houses. They are fighting amongst themselves at the very moment when a strong besieging force, powerful, well armed and well generalled is closing in on them from the outside. In some cities an attempt has been made to get together against the common enemy, in the formation of a Merchants' Association, but for the most part these have become inactive bodies holding few meetings and gradually dying natural deaths due to the lack of co-operation among their members, thereby defeating entirely their object of holding the trade of the community for the local merchants.

Some of the most progressive of Canadian merchants who have co-operated in the past and tasted of its benefits have decided to do so again. The old fallacy that goods can be bought out of town cheaper, though long ago exploded, still persists in the minds of some people, who, besides sending their money out of town to build up other communities, are no better, if not worse, off.

These merchants are working along the lines which have been urged time after time by Hardware and Metal. We have always claimed that, not competition but co-operative competition is the life of trade in any community. Where the merchants are united and work harmoniously together to keep the trade of the community at home much better business conditions exist than in communities where the merchants are not united and where little or no effort is made to hold in check the inroads of the persistent and well-organized mail order forces. When narrowness, suspicion, price-cutting and unfair tactics are thrown to the winds and the merchants of a town begin to co-operate to boost the Home Town, and incidentally the business of the Home Town, you can rest assured that a new era of prosperity is dawning.

EDITORIAL BRIEFS

"BUSINESS as Usual."

* * *

WATCH accounts closely.

* * *

COURAGE with confidence.

* * *

THE FARMERS should now be able to "settle up" with the retail hardwareman.

* * *

THE GOOD merchant measures his progress by his net profits, not merely his turnover.

* * *

WOULD IT not be a good plan to devote a little time to collections during these dog days?

* * *

OBVIOUS SIGNS of growing confidence have been quite noticeable during the past two weeks.

* * *

BECAUSE A store front is narrow is no excuse for a hardwareman not having attractive show windows.

* * *

RETURNS FROM threshers in the West indicate a better yield than most of the crop estimators looked for.

* * *

THE ASSURANCE of top prices for crops should encourage hardware merchants to get ready for the farmer's Fall trade.

* * *

THE MERCHANT who does not take time to read his trade paper is usually more interested in something apart from his business.

* * *

FROM PRESENT EVENTS in Europe, the beginning of the end is looming up, which will mean extra good times.

* * *

IT IS unquestionably true that wealth produces wants, but it is a still more important truth that wants produce wealth.

* * *

FIND A WAY or make one. Everyone is either a pusher or pushed. The world always listens to a man with a will in him.

* * *

THE TRENCHES that count most in Canada just now are the long, straight, even furrows turned by the plow in preparation for next spring's crop.

* * *

WHEN THE sales-force is working in harmony with the merchants selling policy, and his other merchandising systems are good, he may be sure that he has secured a maximum efficiency in selling.

* * *

ALTHOUGH COLLECTIONS are below normal, there has certainly been considerable improvement as compared with conditions immediately following the declaration of war.



MacLean Publishing Co. in New Quarters

AT the end of August the offices of the MacLean Publishing Co. were moved into the new building, which has been in course of construction for the past year. The above illustration shows the present plant of the MacLean Publishing Co., the new building to the front and left, the old building to the rear and right of picture.

The old building was built a little over four years ago, being used for business offices and the mechanical departments as well. Capacious enough to house the organization comfortably at the time of its occupation, this building ordinarly would have served as the home of the MacLean Publishing Co. for many years. The aggressive policy of the company, however, led to unprecedented expansion, each of the fourteen papers composing the "MacLean group," showing a rapid growth. The staff necessarily grew until the building was found quite inadequate and accommodation had to be found outside for some departments. The erection of a new building on the northwest corner of the lot was then started.

Under present arrangements the new building is occupied by the editorial and business offices. The ground floor is occupied by the business, accounting, circulation and subscription departments, together with the offices of some of the executive officers, including the president, Col. MacLean. The floors above are occupied by the staffs of the various papers, including the business managers, editors, advertising men, advertising copy writers and artists. The old building will from now on be given over entirely to the mechanical and stock departments.

The new building is the result of very careful planning. It is airy, well-ventilated and, above all else, light. There are thirteen large windows on each floor, so that the space within is flooded with light and the facilities for ventilation are equally unexcelled.

For the convenience of visitors the location of the various papers may be given as follows:

First floor (above ground floor).—On right; Canadian Machinery, Power House, Canadian Foundryman, Marine Engineering, Dry Goods Review, Men's Wear Review. On left; Hardware and Metal, The Sanitary Engineer, Bookseller and Stationer, Printer and Publisher and Canadian Grocer.

Second floor.—MacLean's Magazine, The Farmer's Magazine, The Financial Post, Ad. Service and Art Department.

Friends of the MacLean papers are cordially invited to visit the new headquarters of the company.



What Other Hardwaremen Do

Conducting Hardware and Garage—Displaying Hardware at Fall Fair -- Novel Window Display — Harness Better Than Furniture.

NOVEL WINDOWS.

Two hardware window displays recently shown at Gladstone, Man., created quite a good deal of interest. The one in Williams Hardware Co.'s window has in the center a dreadnought with the funnels, guns and whole equipment in fact, of articles sold in the store; it has been very cleverly designed and put together. A. Williams was the designer and Jack Robson assistant builder. The other window appeared in Squair's Hardware and depicted a scene very attractive to the sportsman with marsh and slough, ducks and other game and with the decorations consisting of the wherewithal to go and secure them. This window is the work of Art. Squair who is becoming quite an adept in this branch of the business.

One of the show windows of the Blue Hardware, Guelph, Ont., attracted considerable attention recently. A display of sporting goods was arranged in the window and running around in the window were three live cotton-tail rabbits.

The Howell Hardware Co., Ltd., had an attractive window display last week advertising Dustbane. It consisted of the model of a British warship with guns mounted and cleared for action sailing upon a sea of Dustbane, with the motto: "The British ships will sweep the seas; try Dustbane for sweeping carpents and hardwood floors." The boat was built and designed by Robert Craigie.

HARDWARE AND GARAGE.

Wenger Bros., Ayton, Ont., run a garage in conection with their store. Hardware and Metal asked for their opinion of auto accessories as a hardware line and they replied as follows:—

"We run a garage in connection with our business, and it is in the garage that we handle the accessories. But did we not have the garage we would certainly make a bid for this business in the store. Tires of course are staple. Gasoline and oils are now handled by most hardware stores. But a good strong display of tools, spark plugs, electric globes, tire covers, oil can holders, gaslight burners, tire tools, cement, patches, Jacks, pumps, both hand and impulse, are some of the many lines that most any hardware could handle to advantage. In our own case of course we handle other lines such as muffler cut outs, exhaust whistles, electric light outfits, gas savers and other such lines which have to be installed, which might not work in so well in a regular hardware stock."

HARNESS BETTER THAN FURNITURE

Fraser & Enticknap, Weyburn, have moved their store on to Third Street. This was the firm who bought out James Tedford, formerly of Dundalk, but now a retired Weyburn gentleman. Mr. Fraser handles the plumbing and heating end; Mr. Enticknap looks after the hardware and tinsmithing, being a tinsmith by trade, and Arthur Hewitt was engaged as a practical harness maker. There are only two harness shops in town, the other being entirely in that business.

Speaking to Hardware and Metal, Mr. Enticknap expressed the belief that harness was a better side line than furniture. The farmer comes in with the damaged harness, and incidentally sees the hardware display; if it's hardware he is after, he cannot help but be attracted by the harness hanging around the store. Then there are so many lines that go hand in hand with harness, such as horse clippers, brushes, blankets and a score of other things.

DISPLAY AT FAIR.

One of the most attractive exhibits at the Western Fair, London, is that of the Purdom Hardware Co., London. The exhibit which occupies a large space, comprises large displays of builders' hardware, paints and varnishes, mechanics tools, brass and copper goods, bath-room fittings, etc. Two demonstrations are constantly carried on. One demonstration is of a well-known line of graining and staining materials, and a lady demonstrator explains the merits of the goods. The other demonstration is of a dustless mop. Large crowds have visited the exhibit and they appear to be greatly interested in the demonstration.

SURVIVAL OF THE FITTEST.

Try as we will, says Associated Advertising, we can never escape from the truth that the fit survive and the unfit decline, according to the adaptability or inadaptability to environment. There is no luck; there is no chance. Back of every result is cause. A business succeeds because it proves itself fit to serve the public. Businesses that fail merely prove their unfitness. The wise man feeds his body nourishing food because he knows that without nourishing food he cannot live and grow. The man who feeds his mind and neglects his body is a fool. The manager who gives all his thought to the officers and stockholders of his store, who plans for their comforts and for their profits, and who neglects to give careful thought to the workers in the ranks is preparing his store for sickness and death. The managers may be the mind of the store, but the workers are its body.

ONTARIO INCORPORATIONS.

Monarch Paper Co., Ltd., capitalized at $40,000, head office, Toronto, to manufacture and deal in paper, bags, twines, cordage, willow-ware, matches, brushes, brooms, dusters, etc.

Canadian Simplex Motors, Ltd., capitalized at $40,000, head office Toronto.

Is Copy Becoming More Tactful?*

Why the Direct Command to "Buy Now!" and the Like, Is Based on a Fallacy

By G. D. Crain, Jr.

"ORDER To-day!"
"Do It Now-'
"Don't Take Substitutes!"

These and other less vociferous examples of the "direct command," which copy writers have relied upon for a long time to bring the reader of the ad. from the point of interest and possibly desire to action, are becoming less numerous. Readers not only of the advertising pages of the magazines, but also of the newspapers, have doubtless noted the more diplomatic and tactful form of the suggestion, and have wondered whether the "big stick" has been laid aside for good.

Certain writers on advertising and selling have laid down the rule that the command is one of the most effective methods which are open to the salesman or the advertiser. But no salesman who has been called upon to meet a prospective customer—whose natural attitude is that of resistance, remember—believes that such advice can be taken without a liberal pinch of salt. The salesman who can make his argument, point his final selling appeal, and then say, "Sign here!" and get away with it, is the exception. In most cases it is necessary to put it up to the buyer of the commodity persuasively, even gently; and while cleverness and persistence are the main requirements for closing, the forceful command is hardly required in most cases.

Human nature, as a matter of fact, is not calculated to respond easily to the command. The imperative form, of course, may be used to suggest, as well as to command, and to appeal as well as to exhort. But the less violent modes can be better expressed in some other fashion than by the bald, blunt and unhesitating imperative.

The desire on the part of advertisers to avoid seeming too forceful and arbitrary in their demands upon the consumer may be responsible for the fact that many of them are turning to the question as a means of getting the same result. In fact, the interrogation seems to offer much greater opportunity for skilful handling than the command, since there are many kinds of questions, and each has a different use.

For example, there is the rhetorical question, as it is called, which requires no answer. Such a question simply states what is generally regarded as a fact in an interrogatory form, and gets the advantage of asking the question and calling up the mental response without the necessity of stating the answer. This enables the advertiser to score his point just as clearly and definitely with a question as he could do if he used the direct statement and underlined its every word.

When the Franklin Automobile Company asks, in a rather restrained way, "Why blame the tire-maker?" it gets the attention and the effect which would have been secured by "Don't blame the tire-maker!" without the possibility of offending the reader who insists that the tire manufacturer is responsible for most of his troubles.

Business-like Query of Southern Cypress Association.

The Southern Cypress Manufacturers' Association, of New Orleans, might say: "Don't Replace Rotten Wood With Wood That Will Rot!" and would doubtless have impressed a good many readers. But in the interest of letting the prospective customer draw his own conclusions, the association asks in its magazine copy, "Why Replace Rotten Wood With Wood That Will Rot?" If there is any answer, it would be in the mind of the reader, who could easily say, "Well, that plan wouldn't be a logical one. How can I get around it?"

Letting the reader do the thinking is stimulated by the question, and this is, of course, one of the chief advantages secured by the advertiser. If the manufacturer wants to start the man to whom he is advertising along a new line of thought, he can do it better by means of a question than any other way. The Kahn Tailoring Company, of Indianapolis, evidently thought so when in advertising its made-to-measure business to retail clothiers it put the proposition up to the dealer by asking, "Are You Letting the Biggest Fish Escape?" It might have insisted that the dealer was letting the big fish—the buyer of custom tailoring—get away, but it realized that the dealer who agreed with the unwritten answer to the question would be more nearly convinced than if a direct statement had been shot at him.

Skilfully Put Question.

The question serves another purpose. It automatically selects the audience to which the ad. is addressed. The manufacturer of a specialty which he knows will appeal to a comparatively small percentage of the readers of the mediums he is using can save effort all around by using a head which will catch the eye of the person who is really interested in his proposition, while slipping past that of the reader who isn't a prospect.

"Are You a Forgetter?" obviously is addressed to those who would be interested in memory-training; while "Going to Build?" will attract the attention only of those who will sooner or later be in the market for the products of the Chicago Millwork Supply Company, which heads its ad. with the significant question quoted.

One trade paper ad. which appeared not long ago, it happened, consisted entirely of questions. There was not a single answer to any of them, as far as the eye could see, but it is a safe bet that the advertiser, no less a house than Lord & Taylor, registered more strongly with those salient interrogations than if it had loaded up the page with an indictment of the proposition at which it was aiming. This is what the hoisery house said to the retailers at the close of the heavy summer season, when dealers were taking up stock and figuring up results:

"What did your inventory show?

"The odds and ends of half a dozen or more indifferent and unbranded lines, which can barely be given away—

"Or a nice, clean, salable stock of 'Onyx' Hoisery, which can be filled out and brought up to date at a moment's notice?"

That was all; but didn't the retailer who answered the question frankly to himself create the best kind of sales argument for Lord & Taylor's goods, if he was in the condition suggested by the second paragraph?

The direct command and the thundering exhortation may have their places in advertising, and may drive people to do things they don't want to do; but the polite suggestion, the tactful inquiry and the diplomatic inference are likely to pile up a good many scores in a season's run.

*Reprinted from Printers' Ink.

DEATH OF W. C. WEBSTER.

The death occurred at Coaticook, Que., of W. C. Webster, who for many years was engaged in the hardware business at the above place. Mr. Webster was one of Coaticook's oldest business men and passed over his hardware business only a few months ago to his son, O. G. G. Webster.

Western Merchants Engaged on Big Plan

Board of Trade Secretary of Saskatoon Interesting Them in an Educative Movement to Assist Farmers to Produce Better Crops—The Plan Outlined.

By Staff Correspondent.

Saskatoon, Sask., Sept. 10.—The Secretary of the Board of Trade of Saskatoon has laid a proposition before the members of that body which has for its object a very commendable one and seems likely to be carried out.

It is proposed to disseminate among the farmers in the vicinity of the city information calculated to improve the present methods of agriculture in vogue among many of them. The crops for some distance around Saskatoon this year are mostly poor, but there are some fair yields. The prevailing cause of failure was the want of rain during the growing time, the rain fall being only 1-10 inch throughout the season.

In spite of this lack of moisture there are some fairly good crops. Those were obtained in every case where improved methods of farming were applied. It was pointed out by the secretary and other speakers at a meeting called to consider the question that if those favorable results could be obtained in some cases, there seemed little reason why great improvement could not be made in many others.

It was proposed that some of the practical and successful farmers, also the professors in the Agricultural College, should give information as to the methods adopted and applied by them and that those should be printed in pamphlet form and distributed wherever they would be likely to do good.

Merchants To Help.

It was further proposed that a number of the merchants of the city would form a committee and see to the distribution and spreading abroad of this very useful information. The scheme is an excellent one and if properly carried out may produce splendid results.

In travelling about through this country, especially a season like this, it is very easy to see some of the effects and tremendous loss resulting from careless, slip-shod methods of farming. Millions of dollars might have been added to the agricultural returns of the farms in the West this season by the application of tillage suited to the requirements of the soil and weather conditions.

This move of the Saskatoon Board of Trade is along right lines and it is sincerely to be hoped that it will be successfully carried out and many farmers benefited by it.

It would be an excellent idea if other towns and cities would follow the example of Saskatoon and undertake to disseminate information in reference to the proper treatment of agriculture in their vicinity. It is patent to the most casual observer that any system of farming that is adapted to one section in this great Western country may not be suitable to another not far distant, and this is one reason why this proposal gives promise of good results.

Much Nonsense Preached.

It is well known that a tremendous amount of nonsense has been preached, particularly by the Eastern press, to the farmer about mixed farming, while the exponents were quite ignorant of the conditions under which the agriculturist was laboring. In those circumstances it is little wonder that the average farmer has been inclined to treat with levity much of what he reads and hears of an admonitory character.

Canadian Manufacturers to Make Chemicals

Manufacturer States That as Far as Chemical Colors Are Concerned, There is Nothing That Cannot be Supplied in Canada.

THAT so far as chemical colors are concerned there is nothing that cannot be supplied in Canada, and that even with regard to the mineral colors, they will be duplicated or replaced by substitutes before the existing supply is exhausted, is the assurance to be taken from statements which have been made to Hardware and Metal by Allan Munro, of the Allan Munro Color Co., of Montreal. Chemical colors have been manufactured to a more or less extent in Canada for ten years, and the industry is one which finds advantage on the generally contrary winds which the manufacturing world is experiencing at the present time.

Color makers are in a position to supply the demands of the Canadian trade requiring chemical colors for printing inks, for paints, for tin plate, for carbon paper, etc., and there is also a big supply of mineral colors in the country.

"Practically all the colors used in the manufacture of printing inks are chemical colors which we can supply," explains Mr. Munro. "We can also supply the chemical colors required in the manufacture of paints."

"What about the mineral colors?" was asked.

"There are some of these colors which can only be secured in Europe," exclaimed Mr. Munro, "but European ochres can be replaced by American ochres, which while not quite so good, can be made into a fairly good commercial material."

"You do not consider the situation as regards colors serious then?" was another question.

"No," was the emphatic answer, and Mr. Munro explained that, although some prices might be higher, there should be supplies for the trade available by the time the present stocks are exhausted.

To Manufacture New Chemicals.

The serious side of the situation is with regard to some of the German chemicals rather than the colors, and the Munro company is turning its attention to the manufacture of goods which have never been made in this country before.

The seriousness of the situation may be figured from the fact that during the past six weeks chloride of barium has advanced from $30 a ton to $175 a ton, and yellow prussiate of potash which has advanced from 10½c lb. to 45c lb.

"We propose to manufacture the yellow prussiate and barium chloride, which have never before been manufactured in this country, and also nitrate of lead, which has been largely imported," stated Mr. Munro to Hardware and Metal, and he continued:

"The yellow prussiate can be made by us at slightly higher figures than it was imported from Germany, say, 1c to 1¼c lb., and for this chemical there is plenty of the raw material available. Barium chloride is a different proposition, as we have not yet assurance that the raw material is available in this country. We are taking the matter up at Ottawa, however, and firmly believe that there will be supplies available. The cost of this will, of course, depend upon the source of material, but we hope to make a good price."


TRADE MARK
Dominion
Big Game Cartridges
Are you prepared to supply your many customers who will go into the woods for Moose, Deer, Bear and Caribou with the right ammunition?
Our extensive advertising campaign has taught Canadians to demand Canadian-made cartridges, and particularly Dominion Cartridges. When you can supply DOMINION there is an opportunity to sell other hunter's equipment at the same time.
Dominion Soft Point Smokeless Sporting Cartridges
.30 U.S., .30-30, .303 British and Savage, .32 Special, .32-20, .32-40, .38-55, .44-40; and .38-40, .43 Mauser and .57 Snider black powder.
These are a few of the more popular sizes. They are in demand because of their reputation for unfailing accuracy, power, and absolute dependability.
Canadian Made for Canadian Sportsmen
Dominion Cartridge Co., LIMITED
Montreal Winnipeg Vancouver

For Field Shooting Sell Dominion

Now is the time to boost Canadian-made articles and help keep Canadian dollars in Canada. Your customers are sure of the loads, sure of the patterns and penetration when they

Shoot Dominion Shot Shells
Imperial, Canuck, Sovereign, Regal, Crown

They are particularly adapted to the exacting conditions of Canada. They operate unfailingly in pump and automatic Shot Guns.

Buy Dominion and push the sale of DOMINION because of its superior quality, because it is the most widely advertised in Canada, and therefore the easiest to sell, and ***because it is the only ammunition entirely made in Canada.***

Canadian Made for Canadian Sportsmen

Dominion Cartridge Company, Limited

Montreal Winnipeg Vancouver



Practical Problems for Sheet Metal Workers

Article No. 3 of Series

By Chas. Seivers

A circle, with its diameter, radius, etc., has already been defined in a previous article; we will now give some further definitions with regard to a circle.

A Semicircle.

A diameter of a circle divides it into two equal parts. Each part is called a semi-circle or half-circle, as at Fig. 1. The diameter A C divides the circle A B C D into two equal parts, as at A B C and A C D.

Concentric Circles.

Concentric circles are those which are drawn from the same centre, as at Fig. 2. The two circles B-C-D and E-F-G are concentric, both being drawn from the same centre, as at A.

Eccentric Circles.

Circles within or in contact with each other but not drawn from the same centre, as at A-B-C and D-E-F in Fig. 2 are eccentric to each other and are called eccentric circles.

A Tangent.

T tangent. A straight line is said to be tangent to a circle when it meets the circle but does not cut it as at Fig. 3. The line D-E is tangent to the circle A-B-C.

A Chord.

A chord of a straight line drawn through a circle, joining any two parts of the circumference, is called a chord, as in Fig. 5. The line A-B is a chord of the circle A-B-C.

An Arc.

An arc. Any portion of the circumference is an arc, as at Fig. 5. The chord A-B divides the circle A-B-C forming an arc at A-D-B and A-C-D.

A Segment.

A segment of a circle is the figure contained by a chord, as in Fig. 5. The chord A-B divides the circle into two segments as contained by the chord A-B and the arc A-C-B, and the chord A-B and the arc A-D-B.

A Sector.

A sector of a circle is the figure contained by two radii of a circle and an arc, as in Fig. 6. A-B-C is the circle, X the centre, X-D and X-E the two radii; the figure contained by X-D-C-E is a sector of the circle A-B-C, and the figure X-D-A-B-E is also a sector of the circle A-B-C.

A Quadrant.

If the two radii X-D and X-E are at right angles to each other, the sector contained by them as at X-D-C-E is called a quadrant.

An Ellipse.

An ellipse is a plane curve of such a form that the sum of two straight lines, drawn from any point into two given points, called the foci, will always be the same, as in Fig. 7.

A Degree.

In measuring angles the term degrees is quite often used. A circle is divided into 360 degrees, each degree being equal. A half or semicircle will of course contain 180 degrees, a quadrant or quarter circle 90 degrees. An instrument used for measuring or laying out degrees or angles is called a protractor and one is usually included in each set of drawing instruments.

MAKING THE BEST OF A NARROW STORE FRONT.

(Continued from page 39.)

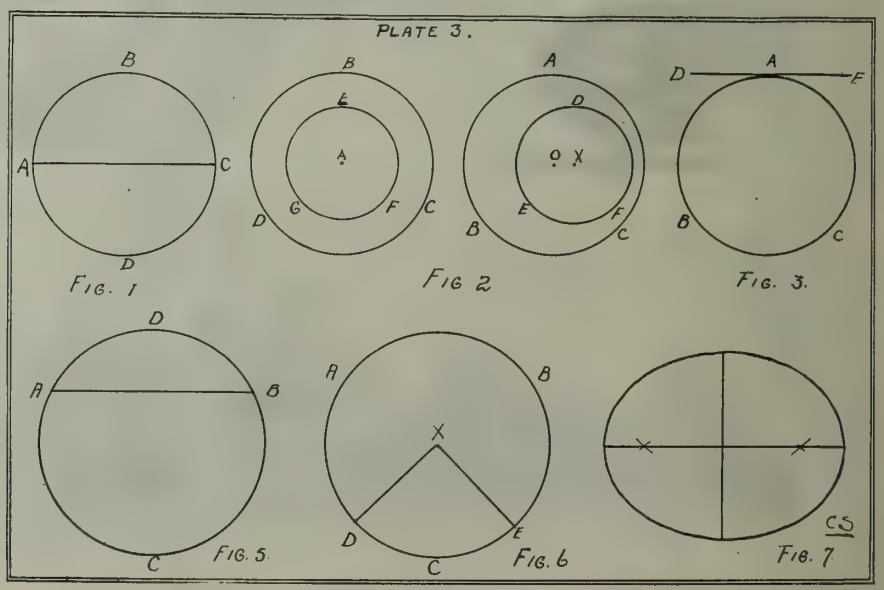
entrance is also a commendable feature and adds greatly to the general appearance of the store front. The entrance doors are massive, being made of oak and fitted with beveled plates. The two heavy solid bronze store door latches used on the entrance doors show that the firm believes in using good hardware. Space above the transoms over the entrance doors is filled in with leaded art glass which shows up splendidly. Owing to the fact that the photographer experienced difficulty in securing a clear photograph of the store front it is impossible to show the good effect and appearance of the solid oak wood portions of the front.

At the time the photograph was taken by Hardware and Metal's photographer, three neat displays of hardware were being shown. Display No. 1 consisted of a neatly arranged assortment of garden tools, lawn mowers, hedge trimmers, hose nozzles and accessories, oil cans, hose, baby hammocks and other summer lines.

Display No. 2 was an interesting arrangement of wares which would interest the angler, whether amateur or expert. Rods, reels, lines, baits, hooks, floats, etc., were shown extensively on glass shelves.

Display No. 3 consisted of an elaborate and yet not overcrowded display of mechanics' tools. A very extensive range of saws, braces, screwdrivers, drills and bits, chisels, hammers, etc., was shown. On a large star (shown in the illustration) a neat display of builders' trimmings is shown and includes hat and coat hooks, sash locks and lifts, chain and foot bolts, letter plates, door pulls, cupboard catches, etc. The display was one which would be sure to interest the mechanic or builder.

Merchants who are up against the narrow store front problem should be able to glean some valuable pointers from the excellent sixteen-foot front of Prince & Co.



Junior Clerk's Page

DID IT EVER OCCUR TO YOU—

That your breath and liabilities don't end at the same time?

That the most worthless assets ever found in any man's estates are his good intentions?

That it is the net profits—not the hum of industry—that tells the story?

That you may be one of the 97 out of every 100 who make a failure in life?

That next year's dollars are made out of this year's dimes?

That lots of people have brains—but it takes back-bone to make those brains get them anything?

That if you are content to run behind the auto, you had better learn to like the smell of gasoline?

That the more a man does, the more he fits himself to do?

That a market is like a safe. Perhaps you can force the lock, but it is easier to learn the combination?

That it is a mistake to regard the strength of an organization as surpassing that of the individuals that make it?

That if you do a little more than is expected, some day you will stop punching the time clock?

THE EFFECT OF CHEERFULNESS.

Cheerfulness makes for efficiency. The effect of cheerfulness upon the man with the countless business worries, who is oftentimes cross and unapproachable, but who wants cheerful people around him, is wonderful.

The ability to get on with fault-finding, irritating people in business is a great art. Oftentimes where the air is fairly blue and everything in general seems upsetting, a big ray of light may come from someone who has a cheerful, sunny way with him and can use tact at such a time. This is the moment when we should try to learn to look through the other fellow's eyes and we could almost always find that he has more or less cause for his "grouch."

Tact is one of the real essentials of efficiency. With some people tact might mean a desire to deceive, but not so the right kind of tact. The ability, for instance to find out the caller's name and business without appearing to be inquisitive—the ability to think quickly—to be resourceful and find somebody who knows, if you don't.

There are many times when you do not believe in everything your employer does but use "tact" and keep quiet. If there are things that must be covered up hide them. However, you must have faith in your employer in order to do your best work. If this confidence cannot exist you should look for another position.

The habit of cheerfulness is one which should be cultivated in business. Cheerfulness has a most wonderful lubricating power. It is as much a necessity in the business organization as lubricants to the life and durability of inert machinery, for it is not movement that destroys, but friction.

AS WE SEE IT.

Let us say at the outset that the reader who has never felt discouragement—absolute, blank discouragement, need read no further; he is one person whom we are perfectly positive this page won't interest.

And, to be shockingly candid, we might add that such a person is one who, in turn, doesn't interest us. Because we have yet to hear of the person conscientiously striving to do something worth while and useful, who has never had this experience of being brought face to face with threatened failure. The perpetual optimist,—the person to whom things always look bright and promising, is either a hypocrite or one who can't feel discouragement because he isn't doing anything to be discouraged about.

Uncle Eben says "In order to be a regular optimist it's a good idea to start out with all your arrangements made for three square meals a day, and de payment of de rent." The great majority of us don't, however, start out with any such arrangements made; and even in the wresting of these first essentials from life, very many have, as surely as in their more illustrious undertakings, at some time or other faced apparent failure.

There is this to be said of the experience, however, that the failure we face is sometimes only a phantom; sometimes it is real enough! But the instances where it has actually seized and overwhelmed its victim are cheeringly rare.

Then there is this, too, to be said of threatened failure; that it has, in countless thousands of cases, proven the stimulus to effort which has turned the tables and resulted in success.

Other things being equal, we would many times over prefer to lay our wager on the final success of the man whose ambitions are early in the game threatened with failure, rather than on that of of him whose way at first appears all smooth and promising. For the one will be spurred on to his best efforts, while the other is apt to develop over-confidence and a relaxation of zeal which is disastrous. It isn't the failure that one sees coming that we have need to fear so much as the insidious inroads of unseen failure when we are most confident.

Present day business methods demand one's best if he is going to succeed; but, given that best, they do, as never before perhaps, ensure ultimate success.

Just at this present time many people of our country are fairly eating and drinking and dreaming hard times and failure. And perhaps it is not a bad thing for us to have some fear of it instilled into our minds in place of the overweening confidence of the past few years.

But don't forget this, that Failure, after all, comes of the vulture tribe, and never seizes its prey until the latter is quiet, quite still and dead.

Make no mistake, the evils that have befallen us as a nation are not entirely unmitigated; conditions will no doubt be changed, but not altogether for the worse.

And what we all have to do is to hold fast a firm confidence in our national progress and prosperity, even through this time of stress, and to put up such a game struggle, individually, for better times and better business, that there can be no possible chance of the failure which it may be seems to threaten, pouncing upon us in mistake for "dead ones."—From McClary's Wireless.

Midale, Sask. — Fire destroyed the hardware store of the Midale Hardware Co.

Current News

Increase Capital.

Metal Products, Ltd., have been authorized to increase their capital stock from $25,000 to $100,000.

New Firms.

Sarnia, Ont.—A new building said to cost in the neighborhood of $20,000 is being erected for the Sarnia Metal Products Co.

Catalogues and Booklets.

The Canada Paint Co., Ltd., has sent out a hanger measuring 6 by 9 inches and bearing the following message under the heading "The Outlook in Canada."

Fire Losses.

Sydney, N.B.—The hardware store of A. J. Doucette was destroyed by fire.

N. Sydney, N.S.—Thompson & Sutherland, Ltd., wholesale and retail hardware, have suffered loss by fire.

Business Changes.

Balcarres, Sask.—The hardware and furniture stock of the estate of Irwin & Bryant has been sold to H. E. Chaplin.

Belgrade, Ont.—L. J. Williams has purchased the hardware business of Wm. Moore, and takes possession Oct. 1.

Birmingham, Sask.—Wright, Son & Smith have succeeded C. C. Wright & Co. in their hardware and implement business.

Ontario Incorporations.

Noble Air Pump Co., head office Torotno, capitalized at $25,000, to manufacture automobile pumps, and accessories for automobiles.

Warwick Wheel Co. of Canada, Ltd., capitalized at $100,000, head office London, Ont., to manufacture, sell and deal in vehicle wheels, springs, tires, hubs, spokes, rims, etc.

Commissioner's Address.

In last week's issue of Hardware and Metal was published an authorized interview with Percy G. Donald, a Commissioner appointed to visit Canada in the interests of British firms. Hardware and Metal has received a number of inquiries asking where Mr. Donald could be communicated with. Following is Mr. Donald's address:—Percy G. Donald, c|o Rowson, Drew & Clydesdale, Ltd., Upper Thames St., London, Eng.

Death of W. H. Jackson.

The death took place at Toronto this week of W. H. Jackson, president of the Sovereign Varnish Co.

New Manager.

The Burk's Falls Hardware Co., recently changed ownership although the firm name remains unchanged. R. J. Watson, ex-M.P., is manager of the store.

Dominion Incorporations.

Higgins & Lee, Motor Supplies, Ltd., capitalized at $50,000, head office Montreal, to carry on the business of merchants, machinists and manufacturers, and to deal in machinery, automobiles and parts, etc., and to purchase the firm of Higgins & Lee, Motor Tire Co., now doing business in Montreal.

Sarnia Metal Products Co., Ltd.

The Sarnia Metal Products Co., Ltd., Sarnia, Ont., are placing on the market a complete line of building products made of Sarnia keystone, copper-bearing, galvanized, rust-resisting sheets. They are building a factory 220 feet long and 65 feet wide which will be equipped with the most modern American machinery. The line includes: cornices, roofing, siding, ceiling ventilators, flashing, skylights, conductor pipe, eavestrough, culvert pipe, iron shutters, etc.

Personals.

L. J. LeClair, who represents Lewis Bros., Ltd., Montreal, on the ground from Kingston to Toronto, was called to his home in Brockville on Monday, owing to the death of his father.

Donald Macdonald who was in charge of the shipping department of the Winnipeg Ceiling & Roofing Co., Ltd., has gone to the front with the Canadian troops.

G. S. Walker, a representative of the Remington Arms and Ammunition Co., was in Montreal last week after a trip through the lower part of the province.

E. S. Knox, of the New York Stamping Co., of Brooklyn, N.Y.; T. M. Stewart, of the Taylor Thermometer Co., Rochester, N.Y.; and R. H. Hancock, of the Cleveland Osborn Mfg. Co., New York, are American travelers in Montreal this week.

C. J. Smith, who has been city traveler for Starke-Seybold, Limited, Montreal, and is lieutenant in A Company, Royal Highlanders of Canada, has answered the call to arms and is at Valcartier with his regiment.

New Catalogue.

Argall Brothers, Three Rivers, Que., have issued a new catalogue covering their very full and complete line of lumbering tools. The volume has a handsomely decorated cover with a realistic portrayal of the loggers at work on the shore of a stream. Fine cuts are shown of the different peavies, cant hooks, sockets, shackles, boom chains, rafting chains, timber carriers, pulp wood hooks, pickeroons, skidding tongs, cramping hammers, jamp dogs, pike pole picks, boat winches, etc. This firm also makes a specialty of metal fences. Copies of catalogue sent on request.

Firearms Catalogue.

There are some of the Belgium firearms which cannot now be imported, but which can be substituted by American manufacturers. For example, the Browning patent covers a number of arms made by Fabuque Nationale, Liege, Belgium, and also arms made by the Colts Patent Firearms Co., of Hartford, Conn.

A. MacFarlane, manufacturers' agent, Coristine Building, Montreal, has been the Canadian representative of the Belgium firm manufacturing these goods, and now that they are not available for import he has secured the Canadian agency for the Colts Company, so that the trade which he has been supplying will be able to get the same arms, only under the name of another manufacturer. Colts, in addition to manufacturing automatic pistols, are the oldest and largest makers of single and double action revolvers, and their 45-calibre automatic pistol has been adopted by the United States Government as the service side arm.

The Colts Company issues very attractive catalogues and booklets, which Mr. MacFarlane will be pleased to send to the trade, and by which the fact that the Colts and the Belgium arms under the Browning patent are similar can be illustrated to the customers.

Why I Should Be Loyal to My Own Community

Because my interests are here.

Because the community that is good enough for me to live in is good enough for me to buy in.

Because I believe in transacting business with my friends.

Because I want to see the goods I am buying.

Because I want to get what I buy when I pay for it.

Because my home merchant will take care of me when I run short of cash.

Because some part of every dollar I spend at home stays at home and helps work for the welfare of the town and the country.

Because the home merchant I buy from stands back of his goods, thus always giving value received.

Because the merchant I buy from pays his share of the county and town taxes.

Because the merchant I buy from helps support our poor and needy, our schools, our churches, our lodges and homes.

Because if ill luck, misfortune or bereavement comes the merchant I buy from is here with his kindly expression of greeting, his words of cheer, and, if needed, his pocketbook.

Let us make this town a good place in which to work and live. It's easy and certain if everyone will do his share.

The dollar sent away seldom returns, while the money spent at home is apt to leave a scrapling at your door.

Twenty Years Ago
In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of Sept. 15, 1894:—

T. B. Lee, of Rice Lewis & Sons, Ltd., returned recently from Chicago and other United States manufacturing centers.

Mr. Lee is now engaged in the wholesale hardware and cutlery business on Front street, Toronto.—Editor.

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Among the visitors to Toronto Exhibition this week were:—J. W. Kennedy, Georgetown; Andrew Graber, Stratford; F. W. Otton, of H. H. Otton & Sons, Barrie; Thos. Marshall, of Congdon & Marshall, Dunnville; A. W. Humphries, Parkhill; G. A. Binns, Newmarket; J. Arthurs, Commanda; W. J. Bell, Beeton.

Although twenty years have elapsed since the above appeared in Hardware and Metal, all mentioned are still identified with the hardware trade. J. W. Kennedy is still in business at Georgetown; Andrew Graber, at that time in the retail hardware business at Stratford, now represents the Consolidated Plate Glass Co., of Toronto; F. W. Otton is still associated with H. H. Otton & Sons, Barrie. Thos. Marshall, of Congdon & Marshall, is still located at Dunnville, and was recently elected as M.P.P.; A. W. Humphries, formerly of Parkhill, is now manager of the hardware store of C. T. Laird, Regina, Sask.; G. A. Binns is still in business at Newmarket; W. J. Bell is still in business at Beeton, Ont., and is known as the "Beeton Bell." J. Arthurs, M.P., is in business at Powassan, Ont. A few weeks ago his store was destroyed by fire, but he is again doing business in new quarters.—Editor.

Truly, it is an ill wind that blows nobody good. One Continent's "down" is another Continent's "up." The industries of Europe are, generally speaking, at a standstill, and matters will be worse before they can be better.

The whole world is looking to the North American Continent—to Canada and the United States—for much of its provisions, machinery, textiles, boots and shoes, beverages, vehicles, paints and varnishes, cement, brick, earthenware, fancy goods, furs, glass, garments, paper, soap, tobacco, wood products, and much else. Canada must get ready to meet the demand made upon her. We have continued prosperity ahead of us if our manufacturers and merchants rise quickly to take advantage of their opportunity.

It is a time for business hopefulness, not for business gloom.

HARDWARE LETTER BOX



H. R Ives Co.

Dakin Bros., Digby, N.S.:—Kindly advise if the H. R. Ives Co. are still doing business in Toronto, and if not who is making the castings of 016 Improved Buffalo ater Heater?

This firm is now known as the Ives Bedstead Co., Montreal, but they do not manufacture stoves, this branch of the business having been discontinued at the time of the reorganization of the firm. Steel & Radiation, Toronto, have all the patterns and can supply castings for stoves or water heaters.—Editor.

Lunch Baskets.

A. E. Campbell, St. Thomas.—Kindly inform me where I can buy covered willow lunch baskets similar to those carried by railroad men.

H. W. Nelson & Co., Toronto.—Editor.

Lace Leather.

W. H. Kennedy, Ailsa Craig, Ont.—Kindly give address of the J. C. MacLaren Belting Co., manufacturers of lace leathers.

The Toronto office is at 50 Colborne St., head office Montreal.—Editor.

Iron or Steel Silos.

Jas. S. Lockie, Newton, Ont.: Kindly furnishh names of makers of iron or steel silos for corn.

Metal Shingle and Siding Co., Preston; Watrous Engine Works, Brantford. —Ed.

Gasoline Lamps.

Wagstaff & Vestrup, Nakerop, B.C.—Can you give us the name of the manufacturer of the Quick Lit Gasoline Lamp?

Can any of our readers supply this information?—Ed.

FEW ORDERS.

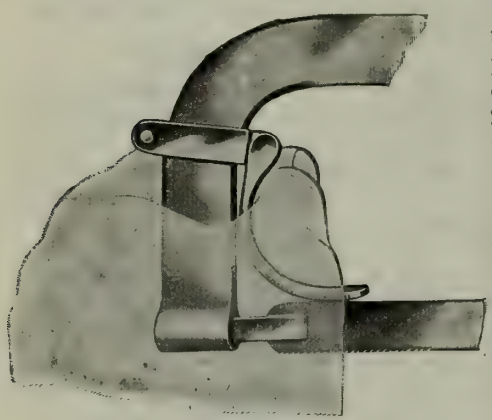
Cleveland, Ohio, Sept. 17.—The Iron Trade Review to-day says: Inquiries for iron and steel products from foreign countries continue to be received, but inquiries develop into orders in very few cases. Financial conditions still interfere with the extension of foreign trade and are also contributing to increasing dullness in the domestic trade. Pig iron in nearly all parts of the country is exceedingly dull. The demand for finished materials is also light and there is some softening of prices for prompt delivery. One large manufacture of plates, which last month turned out the largest tonnage in a year or more, finds that its business has suddenly declined and is now extremely light.

New Hardware Goods

Offered Canadian Hardwaremen

ATKINS THUMB PROTECTOR.

The E. C. Atkins Co., Indianapolis, Ind., and Hamilton, Ont., announce that they have just designed and patented a thumb protector which is adjustable to any style of hack-saw frame. The makers claim that heretofore every attention has been given to the shape of the frame, the handle and other construction and the opposite end of the blade has received but little attention. The makers believe that the new invention will interest all using or selling hack-saw frames. The device is said to sell at a popular price.



Atkins Thumb Protector.

TAYLOR CLAMPS.

The James L. Taylor Mfg. Co., Poughkeepsie, N.Y., is offering the trade several new designs in clamps which have been designed for dock, ship and barge builders, etc. Two clamps, No. 46 and No. 60, are here shown.

Style 46 is made with steel point in a stationary jaw and with a revolving serrated cap on the point of the screw. This clamp, Style 46, can also be made the same as No. 45 when so ordered.

It has a high grade steel bar 3 x 7/8 inches, a steel screw 12 x 1¼ inches and a square head 1½ inches adapted for use with either wrench or bar. All the castings are the best refined malleable iron. The clamp is tested to safe clamping strain of 14,000 pounds.

The No. 60 has a high grade steel bar 4 x 1 inches, and a steel screw 15 x 1¾ inches, tested to a safe clamping strain of 26,400 pounds.

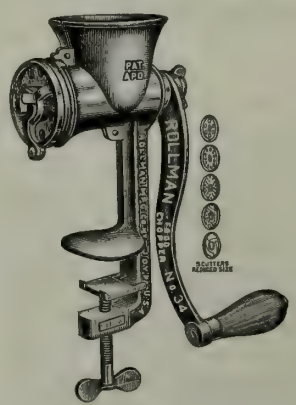
The company claims that the grip of these clamps is positive. The three larger clamps are specially equipped for gripping heavy timbers even when wet and slippery.

ROLLMAN CHOPPERS.

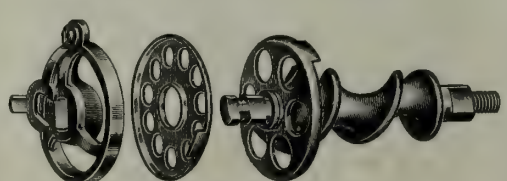
The Rollman Mfg. Company, Mount Joy, Pa., offers the Canadian hardware trade a new line of meat and food choppers, Nos. 31, 32, 33, 34, 35, which have detachable cutters, and Nos. 21, 22, 23, 24, 25, which have the assembled cutters.

The cutters on these ten choppers are designed on an entirely new principle. By cupping or flanging the edge of the cutter disc it is possible to use very thin stock and still have an absolutely rigid cutter. A cutter made of thin stock will cut more easily than one made of heavy stock.

The maker states that the Rollman food choppers are not likely to get out of order, and with ordinary care they will last for a lifetime. These choppers are tin plated, so that there are no exposed surfaces of cast iron to rust. The Rollman chopper has an improved clamp, which holds rigidly to the table, though it will not mar the surface. The accompanying illustrations will give readers an idea of the construction of the new choppers.



New Rollman Food Chopper.



Manner of assembling cutters on worm.

COMBINATION POCKET RULE AND LEVEL.

The Lufkin Rule Co., of Canada, Ltd., Windsor, Ont., are offering the trade a new product in the form of a 2 ft. folding boxwood rule fitted with a spirit level. The three 8 inch rule sections are each 1 inch wide, 3-16 inch thick, and united by substantial brass joints. The rule is fully graduated entire length both sides, one side inches to eighths, other side to sixteenths. The spirit level is neatly set into and flush with the upper edge of the middle section of the rule where most convenient for use and securely protected by the two outer sections of the rule which fold against it on either side when closed for carrying in the pocket. The Combination Rule and Level being light and but 8 inches long when folded, is conveniently carried in the pocket. Closing pins especially designed for the purpose hold the sections of the rule in proper alignment insuring a perfect bearing surface.



The accuracy of the rule and level is guaranteed. The article is new in every sense of the word and both as rule and level is said to be a practical tool.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Reports from various quarters this week indicate a better tone in the business situation. The panicky feeling exhibited during the early stages of the war has subsided to a great extent and business is again on a better basis. Trade with the merchants in the small towns, especially those located in agricultural districts is holding up well. Collections are fair. Fall goods, including stoves, guns, ammunition, etc., are moving fairly well. Builders' supply trade is quiet. Turpentine is firmer as the result of the formation of a combination by Southern producers. The metal markets are practically unchanged. The demand is not heavy. Tin is still on the decline, while copper remains unchanged. Other metals are quiet with only a light demand. American-made clothes wringers have declined in price. Owing to keen competition considerable price-cutting is in evidence on some lines.

MONTREAL.

MONTREAL, Sept. 17.—The hardware business has further improved during the week and at present there is a general feeling of satisfaction. Conditions are pretty close to normal. One of the big firms reports a better showing for September to date than a year ago and another makes the same report with regard to country trade with a reservation in connection with city business, although the latter has been picking up nicely during the past couple of weeks. The hardware trade suffered a falling off with the war announcement and the reaction is bringing things close to normal, in contrast with the lines of business where the war created conditions verging on a state of panic and where there is now a noticeable falling off since the situation has taken definite form. The war outlook is growing more favorable from day to day and with the improvement comes renewed confidence and better country business, where there is a good revenue obtainable for farm produce.

Steps are being taken in the trade to replace goods which have been secured from Germany in England and there is nothing to indicate that eventually there will be a single line which cannot either be duplicated or for which substitutes cannot be secured in England. English wholesalers and manufacturers are alive to the importance of the situation and are lending every co-operation.

Price changes during the week have been very few and the market seems to have struck a pretty firm level for the time being.

Goods Going Out.

Business in arms and ammunition continues to be very satisfactory; the volume pasing to the country is quite up to normal and in fact somewhat above the average. There is a good demand for cow chains, halters, stall fixtures, horse blankets, heaters, sleigh bells, fire shovels, furnace scoops, axes and axe handles. Also there is noted an interest in door springs and checks, food choppers, bread makers and other lines, which indicates that the cold weather is approaching. So far snow shovels have not created much interest. Skates have not found a very strong demand as yet, but are almost certain to have a strong call, as there are many orders of German goods which have not come to hand.

Some Price Changes.

Some higher prices are quoted in different departments, but nothing of importance. One firm announces that German wing pumps have gone up 5 per cent., and that sash cord had dropped 1c—from 2c to 28c. Another firm announces higher prices on washboards: glass $3.50 advanced to $3.75, pony $1.10 to $1.20. Improved Globe $2.25 to $2.35 and Jubilee $2.60 to $2.75. These changes do not appear to be a general arrangement.

Metals.

The market is generally steady and business is fairly satisfactory compared with the conditions prevailing a few weeks ago and considering the whole situation. Tin is a little weaker at 35c to 40c lb., and solder is somewhat lower. Commercial is quoted 24c to 26c; half and half 26c to 27c; 50-50 28c to 30c; wire solder 30c to 32c, and wiping solder 24c to 25c. Lead pipe is the same at 7½c with 2½ per cent. off, and lead waste-pipe at 9c with 2½ per cent. off. The demand is not strong. Zinc sheets and plates are very firm with some spread in prices.

Rope and Twine.

There is no change in the situation regarding rope and twine or hemp, jute or Manila, and prices are firm:—Best Manila, 650 feet to pound, 13½c; Manila, 600 feet to pound, 11c; standard Manila, 550 feet to pound, 9¾c; standard, 500 feet, 9¼c. New prices for cotton twine are being awaited and a reduction of 1c on sash cord would seem to confirm indication that prices would go down.

Other Lines.

The new prices on wringers may be down instead of up as was indicated at the time of the withdrawal. Situation is that with the clearing of the war smoke United States has larger supplies of raw rubber than is required and prices are going down.

Paint brushes are firm at the advance of 10 to 20 per cent. made a couple of weeks ago. Supply of bristles is not large and importations are doubtful.

Stoves and Tinware.

Stoves are now moving out in a very satisfactory manner. Country business is reported as being up to normal, while in the manufacturing centres things are not so good. Altogether the situation is satisfactory under existing conditions. Tin is inclined to be easier, but is still in a position to make tinware prices firm.

TORONTO.

TORONTO, Sept. 17, 1914.—The general consensus of opinion seems to be that business in most lines is improving, and that the outlook is distinctly brighter than at any time since the commencement of the war. The prospects for business generally in the rural districts are more nearly approaching the normal than in the larger towns or cities where the industrial depression is being felt to a greater degree on account of so many factories working on reduced time. With a decrease in output of a factory a corresponding falling off in requirements for materials naturally follows. This is not so noticeable

in the country districts, where conditions are different. The purchasing power of the farmer is as good as ever, with the result that the country trade is about normal.

There has been practically no change in prices during the week, and a steadier tone is noticeable. No trouble is now being experienced with regard to shipments from Great Britain, the slight increase above normal in freight rates and insurance not having any material effect. The increase in the price of raw materials has had an effect in raising prices on some lines during the past few weeks, but more stable conditions prevail now. The trade is settling down to war conditions and becoming more accustomed to the unusual state of affairs. Prices are gradually being adjusted to meet the conditions, and there will probably be considerably less fluctuation in the future.

Metals.

The metal markets are quiet and comparatively little business is being done, orders being generally for small quantities to supply immediate requirements. There has been a further decline in prices for some metals. Copper is weaker and tin has declined to 35c. Antimony is now being quoted at 16c, against 20c last week. Lead and aluminum remain unchanged. Solder is weaker, half-and-half guaranteed being quoted at 34c, wiping solder 30c, wire solder 34c, and tinkers' bar solder 36c. Prices on iron and steel bars are unchanged with light demand. Spelter is weaker, and has declined ¼c per pound.

Stoves.

No complaint is being made with regard to stoves, and a nice business is being done. A better demand for heaters may be expected with the arrival of cooler weather. There is no change in the prices of Canada plates, and tinware is steady. Tin has reached a more reasonable figure, and may decline still further.

Galvanized Sheets.

No further advance has been made in galvanized sheets, and prices are now steady, although the market is quiet. The spelter situation has improved, and there appears to be no difficulty now in obtaining this material. United States' makers are in a position to make prompt deliveries on galvanized sheets, and supplies from England are readily obtainable. A considerable quantity of galvanized sheets has been purchased by the Dominion Government for the military camp at Valcartier. The following prices are quoted:—

B.W Gauge.	Queen's Head.	Fleur-de-lis.
16-20	$3.80	$3.45
22-24	3.85	3.55
26	4.10	3.90
28	4.35	4.10

15c and 10c for smaller than case lots, for Queen's Head and Fleur-de-Lis respectively.

Apollo Brand.

14-gauge	$2.80
16 „	2.95
18-20 „	3.10
22-24 „	3.20
26 „	3.40
28 „	3.70
10¾ oz.	3.90

Sporting Goods.

The demand for sporting goods is normal. Satisfactory business is being done in guns and ammunition for the fall hunting. The football season is getting nearer. With the supply of German skates cut off, dealers will look to the United States for supplies. There appears to be a good opening for English skates.

Wire Nails and Screws.

No change has been made in prices of wire nails, being still $2.25 base. Wire is unchanged at $2.20 base. How long these figures will be maintained is not certain. Although there is a tendency towards higher prices in steel, the demand for the above products is light, and the market uncertain. There is no change in discounts on screws.

Rope and Twine

The rope and twine market is steady, with prices unchanged. Business is about normal for this time of the year.

Poultry Netting.

The war disorganized this market, and conditions are very unsettled, English makers being troubled with labor difficulties. There are no market prices, quotations only being made for immediate acceptance.

LONDON.

LONDON, Sept. 15. — London's Western Fair is at its height this week. Many of the local hardwaremen are showing stoves and special lines of hardware. Through extra efforts this year these are among the most attractive exhibits at the fair. The many visitors in the city have a stimulating effect on business.

Several lines show decreases in price. Linsed oil is now:

	Raw.	Boiled.
1 to 2 bbls., per 9 lbs.	63c	66c
3 to 5 bbls.	62c	65c
6 to 9 bbls.	61c	64c
5-gal- lots	70c	73c

Turpentine is quoted in:

1 bbl. lots at.....65c per Imp. gal.
2 to 4 bbl. lots at ....64c per Imp. gal.
5-gal. lots at .....72c per Imp. gal.

Higher prices are expected in the near future.

Nails, Wire, etc.

Building operations have been curtailed to a great extent, and the demand for nails and other materials is light. Wire nails are still quoted at $2.25 base. New quotations are out on bright and galvanized fence staples. Galvanized are quoted in 100-lb. kegs at $2.90 per 100 lbs.; 25-lb. boxes at $3.15 per 100 lbs. Bright fence staples are quoted in 100-lb. kegs at $2.55, and in 25-lb. boxes at $2.80. Sash cord is quoted at the following prices:—No. 6, at 29½c lb.; No. 7, at 28½c lb.; Nos. 8 to 12, 28c lb.

Fall Foods.

There is a fair movement in fall lines, including axes, corn shellers, axe handles, corn hooks, huskers, guns, ammunition, etc.

WINNIPEG.

WINNIPEG, Sept. 16.—On the whole business is reported as satisfactory, all things being considered. There is yet, however, no great evidence that the farmers are getting their grain money, and are thus being enabled to settle up their accounts. Still, threshing is going along rapidly and this money should be in circulation towards the end of the month.

The week has seen a number of changes in prices, though only a few of these have been of such a character as to necessitate an immediate change in the quotations made by the jobbers. It is very evident, however, that advanced prices are to be expected in a number of lines within a very short time. Practically all these advances are due to war condition.

Lacing Moved Up.

Tanners have slightly raised the prices on belt lacing. This undoubtedly follows the increase in hides, which perhaps can be attributed to the demand for military boots. The season for lacing, however, is practically over now, and because of this the higher quotations of the tanners will hardly result in the wholesaler setting advanced prices at once

Five to Ten Per Cent. Rise Expected.

Another line in which the manufacturers are already making advances is poultry netting. This, of course, is due to the difficulty of getting the raw material. Jobbers have not yet set their prices for the next season, but it seems certain that these prices, when they are fixed will be upon a higher level. At the least 5 per cent. advance may be expected and a 10 per cent. rise would not be more than the circumstances justify.

For harvest tools next season's prices have already been fixed, it being decided that the same discounts will obtain as have been quoted in 1914.

Scythes To Be Scarce and High.

A peculiar state of affairs is noted in connection with scythes, upon which quotations have not yet been determined, but which, it seems absolutely certain,

will be sold next season upon a much higher scale than has been the case. It is stated that only from Germany can be obtained the special steel required for the manufacturer of these scythes—a steel sharpened with the hammer and not with a stone. Manufacturers say that when the supply of this steel, which they now have on hand, is exhausted, the production of scythes will cease until the termination of war. It is perhaps doubtful if the situation is quite as serious as this would indicate, but undoubtedly steel which might be fit to take the place of what has, up to the present, been used in the manufacture of scythes, would cost much more than the manufacturers have been paying for the German steel. It is therefore certain that scarcity of the supply, and the much higher cost for the raw products from which a future supply might possibly be made, will result in a considerably higher price being set for scythes.

Foreign Scythes Scarce.

In the East the fact that Austrian and Galician scythes cannot now be brought into Canada, is a matter of little or no importance. In the West, however, the situation is different. In many districts Austrians and Galician farmers are numerous, and they want the scythe to which they have been accustomed, and which, as every Western hardwareman knows, differs from the Canadian and American scythes in many ways. The supply of these foreign scythes on hand, however, is not large, and there is sure to be a scarcity before the next buying season.

Solder Expected To Drop.

Although solder dropped materially last week, to its present quotation from 30c to 31c there is every indication that it will go still lower before many days—perhaps 3c or 4c lower—following the rather sensational drop of tin. From its very high figure of a fortnight ago, ingot tin has dropped as low as 31c on the New York market. The strange thing about tin, however, is that comparatively little is being bought, whereas 150 ton sales are not considered out of the way in New York under ordinary conditions, hardly 25 tons per day are selling now. Indeed, it is felt that if the demand returns to anything like normal, the price of tin will rapidly go higher. Yet even so, the price of solder which was advanced to cover the high level to which tin rose could still be dropped somewhat further in price.

Zinc Scarcity and Dry Batteries.

A serious feature for manufacturers of batteries—and consequently a serious feature for all hardwaremen who handle their growingly necessary line—is the scarcity of sheet zinc. This product, which is, of course, used largely in dry batteries, has in the past been secured almost entirely from Antwerp. Exports from there have ceased, and when the comparatively small stock now on hand in Canada is used up, local manufacturers will have to depend upon what can be secured from the American zinc mines. As these mines do not fill the needs of the United States manufacturers, and as this U.S. zinc is always very much higher than Antwerp zinc, it will be seen that a materially higher price will have to be paid for this metal. From what can be learned local manufacturers have a supply which will carry them into the new year. Advances on batteries, therefore, will hardly be made before that time. What occurs afterwards will depend upon conditions in Europe.

Sporting goods are moving well, shot guns and ammunition being among the leaders. The hunting season is at hand, and dealers feel the need of supplementing their supply.

No price changes have been struck on the paint market. It is reported that such fall lines as glass and putty are moving briskly.

ST. JOHN, N.B.

ST. JOHN, N.B., Sept. 15.—The weekly news letter of St. John Board of Trade says:

The dominant feeling among business men and manufacturers here is that the business situation calls for the fullest display of a spirit of optimism on their part. Nothing is to be gained by a manifestation of pessimism, nor do the circumstances warrant it. Thanks to the British navy, all our ports are open, and all the ocean lanes between Canada and the rest of the world, with the exception of the countries that Britain is at war with, are available for traffic without interruption. As the war progresses toward a finish the capacity of the overseas freight lines will be taxed to their limit in the carriage of grain and other foodstuffs. Lumber will also be necessary in the rebuilding of the shattered cities and in the development of the arts of peace which is bound to follow the cessation of hostilities. Again, many industrial lines which have hitherto been followed by Germany and Austria, while there may be a little apprehension at present, the outlook is far from being a discouraging one. So far as St. John is concerned, it is expected that a large grain business will be done here during the coming winter. The potato shipments which the provincial Government is to forward to Great Britain, will be sent through the port of St. John, and doubtless there will be other large shipments of agricultural products from New Brunswick. Taking everything into consideration, the outlook is one to be viewed with the greatest optimism.

THE ATMOSPHERE OF YOUR STORE.

Many important factors enter into the real atmosphere of a store. First of all there's the temperature of the store—then the appearance, the arrangement of goods, the attitude of salespeople, the lighting, and so on. All of these different factors combined make up the real atmosphere of a store and all have a subtle influence on sales.

No one likes to buy in a store that is kept at hothouse temperature. Dressed for outdoor comfort, the customer who comes into an overheated store soon feels uncomfortable, and if he can't be waited upon right away, invariably becomes nervous and fidgety, and nine times out of ten will leave the store to escape the discomfort. Or if he does remain long enough to be waited upon, he has worked himself into a peevish state of mind and is much harder to please than he otherwise would be. The same is true of the store that is too cold. No one likes to stay very long in a hothouse or a refrigerator, so pay close attention to the temperature of your store. Seventy degrees or a little less will insure comfort to clerks and customers alike.

Cleanliness is another important part of store atmosphere. No one is displeased with scrupulously clean surroundings, yet the great majority secretly resolve to never again enter the store that is dusty or dirty and has a slip-shod appearance.

The appearance of the store itself—the finish and decorations should be bright, cheery, artistic as possible. Goods should be arranged in the most attractive manner possible, both in the windows and inside the store. Avoid overcrowding so that each article stands out boldly in its true light.

And last, but not least by any means, is the appearance and attitude of salespeople. Start a sunshine club in your store and make every employee become a loyal member or seek another job. Every one takes pleasure in having a cheerful, neatly dressed person endeavor to sell him something, but one and all mentally say "never again" when approached by a chronic "gloom," and the one who doesn't respect himself enough to give his personal appearance a little attention.—Marble's Monthly News.

J. H. Bundy, of Pickering, Ont., has been in Toronto this week visiting the trade.

Paint Department

The Importance of Showing Paint Brushes

The Brush Display Should Occupy an Important Position in Every Paint Departmnt—How to Display Them.

WITH the fall painting season in full swing, it will be quite appropriate to draw attention to a feature of paint retailing that is often neglected.

That a special display should be made of paints, and that special efforts should be put forth to push paint sales, few, or no hardware dealers, will doubt. How many times does one enter a hardware store without being met by an array of paints well up to the front of the store, or at least in a very prominent position? But how often, even in these same stores, does one see special display made of paint brushes?

This is an important point and one which is to a very great extent overlooked by hardware dealers. Paint is well displayed. Special efforts are put forth to make paint sales. Why not specialize on paint brushes as well? In the majority of cases where paint sales are made, brush sales may also be made. One out of twenty homes has not a really good paint brush in it. The reason in many cases is that proper care is not taken of the brush after it has been used. Whether people are ignorant of the correct method of treating a brush after it has been used, or whether brushes become worthless simply through carelessness, is a matter hard to determine at once. But when painting is to be done, a dry, hard, unworkable mass of hair is too often found to be the only thing in the line of a paint brush at hand. It is needless to add that good work cannot be accomplished with such an article, and the result is that either a new brush has to be bought or much labor has to be expended in cleaning up the old one—and even at that there is no guarantee of satisfaction after the old brush is restored to a workable condition.

But whatever the conditions in the homes where paint is used, few will doubt that new paint brushes are needed when it comes down to doing fine work. There is an opportunity then for the hardware dealer to make greater brush sales than he is doing if only he puts forth increased efforts to do so.

In the store of one large retail concern which the writer has in mind a part of the paint department is specially devoted to paint brushes. One cannot enter the department without being impressed by the fact that a specialty is made of this line. Many drawers containing brushes line the walls, and each has a sample brush fastened on the front of the drawer so that it is at once visible to the customer and to the salesclerk. A great range, not only in style and quality of brushes, but also in sizes, is shown. Thus the complete stock of brushes is open before every customer who enters the department, and it becomes a very easy matter to pick out the size, shape and quality of brush desired.

There are several advantages of such a system as this. Having brushes displayed in the store, and in the paint department, draws the attention of people to brushes at the time that they are making a paint purchase, even before any reference is made by the salesclerk to the possibility of a brush being needed. Again, a full range of brushes is displayed before the customer. If he does not see, at the first glance, the style of brush that he desires, he is at least impressed by the number of shapes and sizes of brushes displayed, and is led to continue his search, which is done almost without effort. Seeing such a large number of brushes may cause slight bewilderment at first, but it will finally impress the purchaser that amongst all that number there must be the particular style and size of brush he is looking for.

The time both of the customer and of the salesclerk is greatly saved. If a clerk has to pass half-way down the department, pull down a box of brushes, lay out the different sizes before the customer, return for a second supply, and so on, great time is taken up in making a comparatively small sale. There is a tendency, too, after a delay of that kind for the customer to grow impatient, pick up any style of brush about the size he wants, and put an end to wearisome waiting. And the result in such cases very often is that imperfect satisfaction is derived from the purchase.

BEHIND THE WINDOW TRIM.

With trade in sporting goods looming up large with the opening of Fall, the hardware merchant will find the best possible trade stimulant to be a series of sporting goods windows. Merely putting an assortment of goods in the window, with a card of invitation to enter, will not suffice. The pedestrian may see half a dozen displays of that nature in the course of a couple of blocks. If you want your windows to "stand out," to have the spice of originality which brings the customer to your store instead of to any one of the half dozen others carrying sporting goods, a more ambitious "trim" will be needed.

Sporting goods lend themselves admirably to display purposes. Some of the most realistic trims and, most effective in the matter of trade pulling, ever designed have been of sporting goods in hardware stores.

The rule which applies to the stage—that the public must see only the finished effect and not anything of how it is done—applies with equal force to window decorating. The display man aims at a certain effect, but in achieving it he must be careful that the critical passing public sees only the effect and not the means by which it has been obtained. The devices adopted to arrange materials in a certain position and to make them stay as arranged, if discerned, would ruin the whole effect.

Inasmuch as it is so highly necessary that the public should not be allowed to see "behind the trim," the work on a display which does not show is of double importance. A trim must be so planned and carried out that no difficulty will be experienced from that source. Many a trim is spoiled because it is not entirely practical. The idea had been adopted before the display man had figured whether he could work out the details properly or not.

IN TIME OF WAR PREPARE FOR PROSPERITY

There is no good reason for Canadian business men to be unduly apprehensive of the consequences of this war on commercial conditions in this country, for it is becoming more apparent every day that Canada is in an extremely strong position in the present crisis.

With a spirit of optimism **The Martin-Senour Co.** is preparing to reap their share of the natural expansion of trade which present conditions are certain to bring about.

The building of a splendid new factory doubling our present floor capacity is under way.

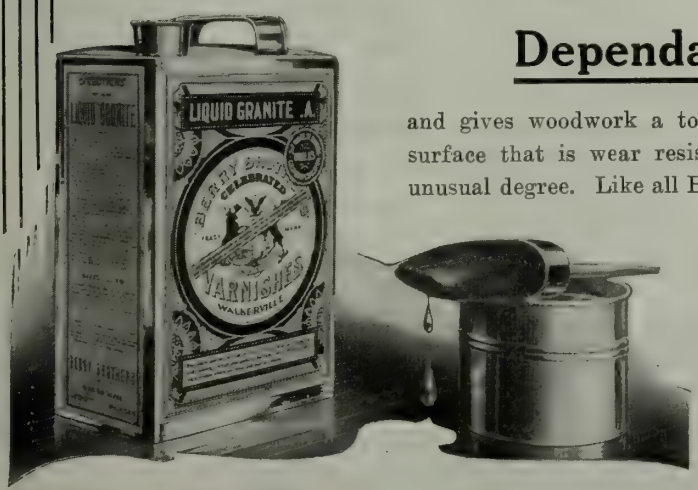
An **Advertising** and **Sales Promotion** campaign, specially arranged to aid our **Dealer Agents, comprising everything helpful, will be carried out.**

After the war the name **Martin-Senour** and their **quality** products will be better known than ever, and **Martin-Senour Dealer Agents** will of course reap the benefit in **larger sales** and **increased profit.**

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

Don't Sell—Just Floor Varnish —Sell Liquid Granite

When your customers ask for a good floor varnish remember that back of Liquid Granite is a reputation for quality that protects both you and your customer. You can sell Liquid Granite with a feeling of certainty that your customer will be pleased and your **reputation** enhanced. Liquid Granite is a floor varnish



Dependable to the last Drop

and gives woodwork a tough elastic surface that is wear resisting to an unusual degree. Like all Berry Bros.' Varnishes it is of the highest quality.

Do your customers and yourself a good turn by selling Berry Brothers' Varnishes—the varnishes you can always rely upon to satisfy. Write for our dealer proposition to-day.

BERRY BROTHERS
(Incorporated)
Walkerville, Ont.

Weekly Paint Markets

MONTREAL.

MONTREAL, Sept. 17.—There is a better tone in the paint market this week as regards business, although there is some difference of opinion as to the extent of the improvement. One firm reports that the volume of trade so far this fall has been better than a year ago; another that while the demand is not up to a year ago, there is no reason to complain, and a third states that there has been a decided improvement during the past week. Factors for betterment recently have been the turning of the German aggressive movement in Europe, the improvement of international transportation and, locally, decidedly better weather after a couple of weeks of rain.

For some staple lines the market has been weakening, notably linseed oil and turpentine, and there is more faith in the future as regards colors and chemicals. However, orders are generally not being booked except at open prices.

Linseed Oil.

While for the past two weeks the linseed oil market has remained firm, with the refiners' prices steady at 62c and 64½c, there has been a decided weakening of prices in the trade. For this competition appears to be the only reason and there are reports of sales where prices have been cut away below the refiners quotation. The market might now be placed at 63c for raw and 66c for boiled, but some firms are holding out for 64c and 67c and 65c and 68c. less 2 ped cent., while there are many sales under keen competition where the price has gone down below the low mark quoted and even 60c has been reached in some cases. The competition is difficult to understand when the oil situation is very firm. Refiners report that future flax is on a stiffer basis than cash and that there is no indication of cheaper oil but rather to the contrary. Then, too, if there is a break in the cake market in the Old Country, as seems likely, increases may be immediate. Demand generally is not up to normal.

Lead and Colors.

Market for white lead continues very strong, although only the one increase of 25c has been made—basis $8.65 and $8.45 in ton lots. The British Government's embargo continues as an important factor and in addition the Canadian Government has been taking considerable of the output of the Trail smelter. Red lead zinc are also very firm at the higher prices. Details of the dry color market would be impossible at present, but the shortage in some lines promises to be serious when present stocks are exhausted, although there should by that time be new sources of supply or substitutes available with higher prices.

Turpentine and Gasoline.

Turpentine continues weak and there are more sales this week reported at the 65c level than 66c, while the 67c figure is not seriously considered. There is no change in the situation or in the quotations reported from the refiners.

	Per Gallon.		
	Gas.	Benz.	Turps.
Single barrels	18½c	20c	65c
Steel and drums	16½c	18c	*62c
Tank Wagon	14½c	17c	

*Five barrels.

Glass and Putty.

Glass continues very firm with a good demand and nothing coming from Belgium—in fact the demand is better than the dealers would care to see in relation to the stocks on hand. The ultimate result looks like higher prices.

Fair supplies of whiting are coming forward and the price is about 70c, although no orders are being booked except at open prices. The demand indicates that there is a shortage in the trade. The situation makes putty very firm.

Cutting Shellac Prices.

There are reports of price-cutting on shellac, it being evident that strong competition is having an effect. Pure white shellac in five-gallon tins is quoted on a $2 basis with $2.10 for single-gallon tin but sales are being made under these figures in some cases.

TORONTO.

TORONTO, Sept. 17, 1914.—A little better tone is noticeable in the paint market, and a fair amount of business is passing. A marked improvement can hardly be expected until the building trade revives, which will not be until the present industrial depression moderates and money becomes easier. Paint manufacturers are not experiencing much difficulty in obtaining materials from England, although shipments are occasionally subject to delays. Prices are stationary, there being no changes over last week's figures.

Turpentine.

The outlook in the turpentine situation is somewhat changed this week, as an arrangement has been made with regard to the controlling of prices as formulated by makers in the Southern States. On account of the new arrangement prices have advanced, and are now as follows:—Single barrels, 67c; 2 to 4-barrels, 66c.

Glass and Putty.

The situation in the glass trade is unchanged, and the same difficulty is being experienced with regard to importations from Belgium. Stocks are good and demand light, which is helping to relieve the situation to some extent. There has been no change in prices. There is a reasonable demand for putty and prices are firm. The following prices are quoted for standard, in less than ton lots:

	Per 100 lbs.
Bulk bbls, 800 lbs.	$2.55
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12½ lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12½ lbs.	3.25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases, 100 lbs.	3.15

Pure putty, 70c per cwt. advance.

Linseed Oil.

Linseed oil has made a further decline, which is accounted for by price cutting and a dullness in trade. There is a possibility of an advance in prices later in the year on account of the light flax crop, but with trade dull, the advance may not be very important. The following prices are in effect at Toronto:

	Raw.	Boiled.
Single bbls.	63	66
3 to 5 bbls.	62	65
6 to 9 bbls.	61	64



You will register more sales
IF YOU SELL

B-H "ENGLISH" PAINT

than if you don't. There's a reason for this. B-H "English" is made according to a guaranteed formula—

70% B. B. Genuine White Lead
30% Pure White Zinc

for all paints that can be made on a white base, and as this combination produces the most durable and generally satisfactory paint made, it follows that B-H "ENGLISH" invariably pleases the user. Hence, the sale of a can of B-H "ENGLISH" Paint doesn't end the matter — it forms the basis for future sales.

As a dealer, you understand the value of a sales-building product; you know that the clean-cut way to stimulate the healthy growth of your business is to handle absolutely reliable goods.

B-H "ENGLISH" is known as an endurance paint, unexcelled in beauty and permanency, therefore is the most profitable paint for you to handle because most certain to draw and hold trade.

We can make you an excellent proposition on B-H "ENGLISH" Paint. Ask us for details.

BRANDRAM-HENDERSON LIMITED
Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 25c
Pattern, lb. 25c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's	18 00	16 00

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅝ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 12
Ingot, Yellow, lb.	0 13	0 10

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)	3 50
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
10 inches, 7 oz.	8 15
10 inches, 8 oz.	8 25
10 inches, 10 oz.	10 50

In 100-yard lots.

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire Brick, English	17 00 21 00
Fire brick, Am., low	23 00 25 00
Fire brick, Am., high	27 50 31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls).	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner.	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.

	Montreal	Toronto
Casting ingot	$15 50	$13 50
Bars, ½ to 2 in.	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4	24 00	29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 85	4 00

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	7 40	
I X, Terne Tin		9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

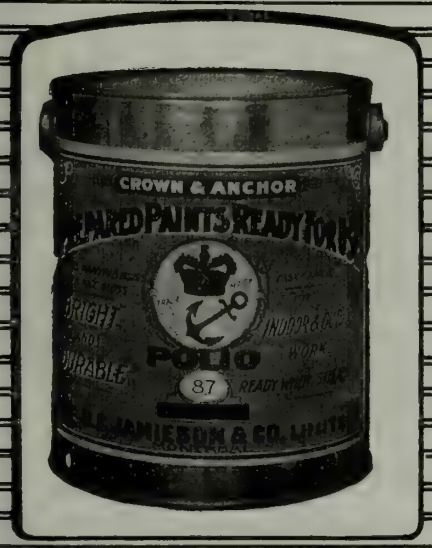
DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, grained only, 4-in. style	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high-quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11

SUPPORT HOME INDUSTRIES

WE MANUFACTURE IN CANADA

We are famous for HIGH QUALITY



Our BABBITT METALS Give Excellent Service

WE HAVE EVERYTHING FOR THE PLUMBER

HAVE YOU RECEIVED A COPY OF OUR NEW CATALOGUE? IF NOT, WRITE FOR ONE.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE AND FACTORY TORONTO

BRANCH FACTORIES Montreal, Winnipeg

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¼
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c. English pattern, 50 per cent. Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	18½	18½
Three bbls. and over.....	0 18	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR, Richards Wilcox No. 021

B.D. Trolley, doz. pr....	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible..	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers ..	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 00
Over 12 in., per 100 lbs....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft.....	0 13½
Corrugated, ¾ in., ft.....	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06	
¾ to 1 7-16 inch...	0 05½	
1 7-16 to 3 inch...	0 65	

Montreal 40%. Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 00	
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless .. ..20c ft.	
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and 20c ft.	
Perfect .. ..22c ft.	
Chair Ladders, each.....$2 00	

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 95
22 ft. 3 30	44 ft.	8 36
24 ft. 3 60	46 ft.	8 74
26 ft. 3 90	48 ft.	9 12
28 ft. 4 20	50 ft.	9 50
30 ft. 4 50	52 ft.	11 44
32 ft. 4 80	54 ft.	11 88
34 ft. 5 78	56 ft.	12 32
36 ft. 6 12	58 ft.	12 76
38 ft. 6 46	60 ft.	13 20
40 ft. 6 80		

(Common Extension.)

20 ft. each	$2	60
22 "	2	86
24 "	3	12
26 "	3	38
28 "	3	64
30 "	3	90
32 "	4	16
34 "	5	10
36 "	5	40
38 "	5	70
40 "	6	00
44 "	7	48

(Common Single.)

8 ft., each $0	80
10 ft., each 1	00
12 ft., each 1	20
14 ft., each 1	54
16 ft., each 1	76
18 ft., each 1	96
20 ft., each 2	40
22 ft., each 2	64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern.....	7 00
Cold blast, japanned.....	7 50
Cold blast, plain	7 00
Brass, well japanned.....	9 25
All brass	24 00
Little Bobs A.C., doz.....	**1 90**

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 00
Imported pig, per 100 lbs. 5 10		....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750		7 50
Sheets, 3 lb. sq. ft.. 6 75		6 75
Sheets, 3½ lb. sq. ft. 6 62½		6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed....	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING). Each.

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"....	9 00
New Century, style "B"....	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B".....	11 00
Playtime, engine drive....	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

MALLETS. Per doz.

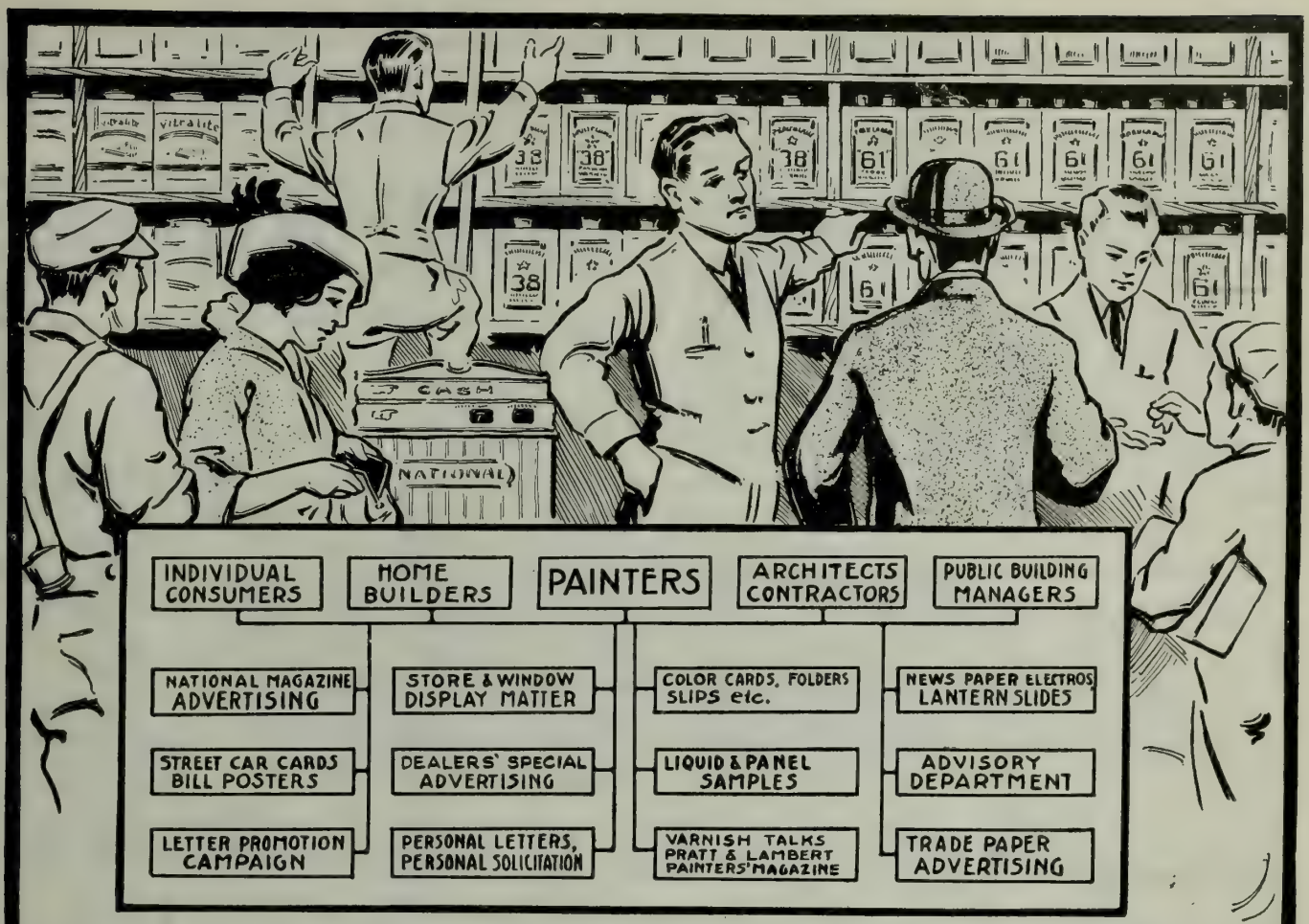
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....15	00

MANGLES.

Victor, each $14	25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

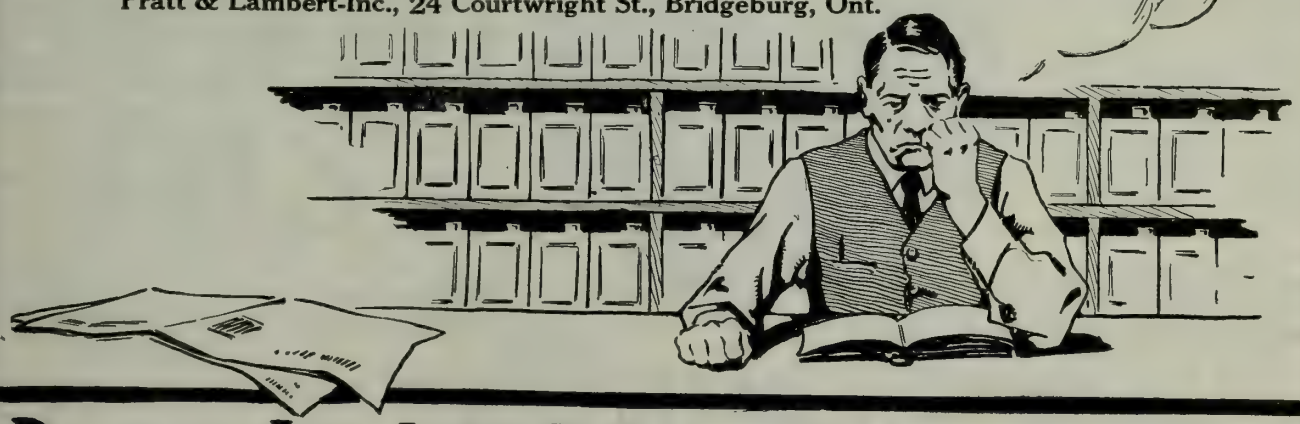
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75



Every Successful Varnish Department Was Once But a Mind Picture

THE dealer in the bottom picture had an unsuccessful varnish department. He pictured to himself the successful varnish department which Pratt & Lambert Varnish Selling Co-operation would make for him. He acted. The top illustration shows the result — the well stocked Pratt & Lambert Varnish Department linked up with Pratt & Lambert Co-operation making quick sales, good profits and satisfied repeat customers for him. Do likewise. *Start by writing for Complete Pratt & Lambert Dealers' Proposition.*

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MOPS.
Mops, O-Cedar, doz $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00
Mop sticks, doz. 1 10
Cast head mops, doz. 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz.. 3 15
Crank wringing, doz. 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).
Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½ p.c., and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $5.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 10 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 8 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheels, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball-bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.
Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60%.

OAKUM.

	Per 100 lbs.
Best (American)	9 00
U.S. Navy (American)	8 50
Plumbers (spun)	3 65 3 80

OIL.

Can. prime white petrol		0 14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc, 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 09¼
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Cans, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾
250-lb. casks	0 16½	0 18
100-lb. drums	0 11¼ 0 17½	0 19
50-lb. drums.	0 11¼ 0 17½	0 19
25-lb. drums.	0 11¼ 0 17¾	0 19¼
1-lb. pack	0 13¼ 0 19¾	0 21¼
½-lb. pack	0 21¾	0 23¼
1-lb. tins	0 14¼ 0 20¾	0 22¼
½-lb. tins	0 24¼	
Arsenic, kegs	0 10¼	
Petroleum, bbls.	0 10	

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.
Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, p. box.	1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.

Size.	Black.	Galvanized
¼ and ⅜ inch.	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
Lapweld.		
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. "	.107 20	142 40
10"x40 lbs. "	.138 00	183 30
12 inches	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)
Lead pipe, 7½c, 2½% off.
Lead waste pipe, 9c; 2½% off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.
Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Baker's	7 50 to 11 00
Baker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.
Sanderson-Harold, 40%.
Harold hrdlu mfw m mmmm
Galvanized, 40%.

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75%.
Iron burrs, 75 per cent.
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
	Per roll.
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt, Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base	0 13
African hemp base	0 13
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 17
Russia deep sea line	
Russia tarred bolt rope	0 18
Russia tarred ratline	0 17
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Per cent.
Wood F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.

DID SOMEONE SAY MURESCO?

We wish to assure our friends that not even war can stop us from making Muresco and supplying the ever-increasing demand for the most popular wall finish on the market.

Benjamin Moore & Co., Limited, 4 Lloyd St., West Toronto, Can.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS



If your Jobber does not handle them write direct to our nearest mill.

Be Patriotic!
Buy Made-in-Canada Goods





Don't Buy Any More German Skates

Here is a skate, made in Canada from British steel. It's a better skate than any German ever produced, and is guaranteed to outwear three pairs of any other make.

SKATES ARE GOING TO BE HARD TO GET

WRITE NOW FOR PRICES AND PARTICULARS.

G. J. LUNN & CO., MONTREAL

O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.
Corrug., galv., 10% off.
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 80	3 45	3 95
22-24 .. 3 85	3 55	4 15
26 .. 4 10	3 90	4 40
28 .. 4 35	4 10	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge		2 95
16 gauge		2 95
18-20 gauge		3 10
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10¾ oz.	4 25	3 90

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar		0 36
Wire solder, lb...	0 35	0 34
Bar half-and-half, guaranteed	0 34	0 39
Half-and-half, not guaranteed	0 32	0 23

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 26
Commercial	0 23
Easy	0 24
Star Extra	0 28

Strictly standard wiping 29

SPELTER.
Foreign, per 100 lbs. 6 00 6 50

SQUARES.
Disston's 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each. 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404. 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.. 1 35
Metallic, No. 4011x66, ea.. 1 55
Steel, No. 2891x50, ea.... 2 70
Steel, No. 4161x50, ea.... 3 00
Steel, No. 4161x50, ea.... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1.000....$5 00
Painted wall ties, per 1.000. 5 00

TIN.	Montreal.	Toronto.
Tin, per lb.	60-70	40

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.
5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ffic per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 25½	0 24¼
4-ply	0 28¼	0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in. ...	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.		10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in. ...	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz. net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 3....	$2 25
Nests of 3—1, 2 and 3....	1 90
Nests of 4—0, 1, 2 and 3..	2 80
No. 0, per doz.	10 50
No. 1, per doz.	9 00
No. 2, per doz.	7 50
No. 3, per doz.	6.50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.
Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse. 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden steel wheel, doz... 32 40
Light garden, per doz..... 22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side ... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins..... 1 00
Tubular steel, 36 ins..... 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.20; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10.....	2 36
O. & A., No. 11.....	2 42
O. & A., No. 12.....	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.....	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100	00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

White, No. 2, each ....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right.* The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

"Business Unusual" in

DRY COLORS

of every description for every purpose.

Chrome Yellows
Permanent Reds
Blues
Greens
Lakes, etc.

We shall be pleased to match your present standards.

The Allan Munro Color Company, Limited
MONTREAL

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 00

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....0	14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$	4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 10 per cent.; discount on double diamond, 15 per cent.; cut sizes, 40 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Double Diamond.
25 in.	$3 75	$ 5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.	....	11 40
95 in.	....	12 50
100 in.	....	16 40
105 in.	....	16 40
110 in.	....	21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS PLATE.

Country discount, 35 and 5% off list.

City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..$	9 15	$ 8 65
"Anchor," pure	8 65	8 80
Brandram's B.B. Genuine	9 65	9 80
C.P. Co. decorat's pu.	8 65	8 80
Crown and Anchor, pure	8 65	8 80
Essex, Gen. (Windsor)	8 15	8 65
Island City Decorator's pure	8 65	8 65
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead		8 80
Painter's Perfect		8 10
Lowe Bros'. White, H.S.		8 80
Monarch (Windsor)		8 90
Purity C.O. Co.'s. Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Sterling Pure		8 70
Tiger Pure	8 65	8 35
"James Genuine"		8 80
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	8 00	6 38
Genuine, 100-pound kegs, per cwt. ...	8 25	6 75
No. 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$	17 50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per -00 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 60
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 67	0 63
3 to 5 bbls.	0 66	0 62
6 to 9 bbls.	0 65	0 61

LINSEED, BOILED.

Single bbls.	0 70	0 64
3 to 5 bbls.	0 69	0 65
6 to 9 bbls.	0 68	0 66

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls.....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 72
Pure, single bbls..	0 67	0 65
2 to 4 bbls.	0 60	0 64

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 80
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge.. per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 06

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38

WHITING.

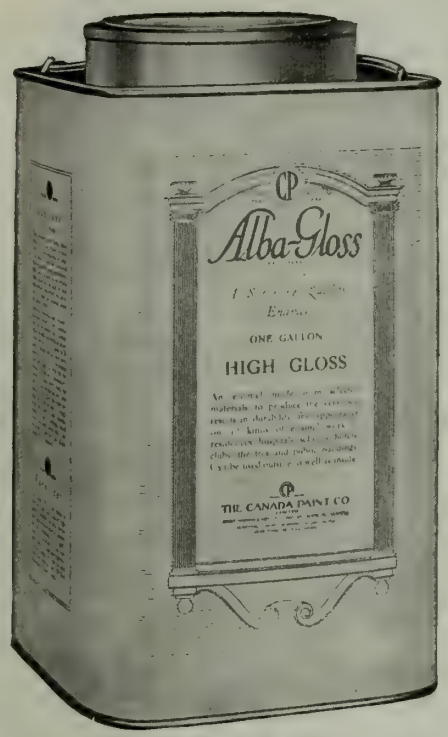
Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½



Every Merchant should now give preference to "Made in Canada" Goods

The merchants in Canada have an almost unlimited opportunity to advance the cause of Canadian manufacturers by stocking only Canadian-made goods. Much of the imported goods that have been coming from the European Continent are being equalled in quality right here in Canada. Merchants throughout the Dominion should take this chance of comparing the home product with the imported in every line of merchandise.

A great deal of the high-grade white enamel used in Canada has been imported. The reason for this is that Canadian buyers have not given fair credit to such manufacturers as The Canada Paint Co., who are now turning out a product which is equal to the best and superior to many of the imported enamels.

Alba-Gloss
REGISTERED

a high quality white enamel made from the finest raw materials, according to a formula, the result of years of experience in enamel making. The quality is right and the price reasonable.

CP Alba-Gloss is put up in specially designed cans very attractively labeled in sizes from a pint to a gallon.

CP Alba-Gloss is made in three finishes as follows:—

CP Alba-Gloss—High Gloss— Produces a very high gloss finish, dries hard and can be readily rubbed to a dull finish with pumice stone and water or pumice stone and oil. Sets slowly and dries dust-proof in eight hours. Can be rubbed satisfactorily in four days. For outside and inside use.

CP Alba-Gloss—Egg Shell Gloss—Produces exactly the effect suggested by its name—a hard, smooth surface, with a delicate semi-gloss finish. It is very popular at present in the decoration of interiors. Can be used inside and outside.

CP Alba-Gloss—Matte White—Gives a flat or rubbed effect in a clear, brilliant white, and saves the time and expense usually required in rubbing down. For interior use only.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
40% off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9 25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 30 to 31 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.40 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

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18 and 19 gauge, 5½c per lb

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Stephens'

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¶ Our Brush line includes Paint, Varnish, Kalsomine and many fine artist brushes, also Horse, Scrub, Nail and Cloth Brushes, Floor Brooms etc. Anything you need.

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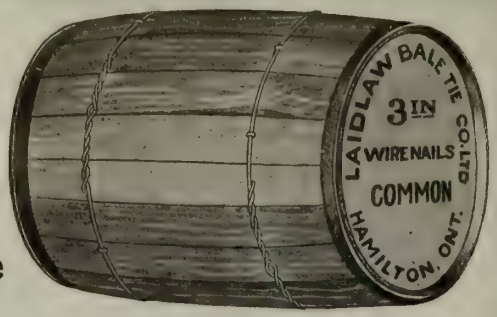
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We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

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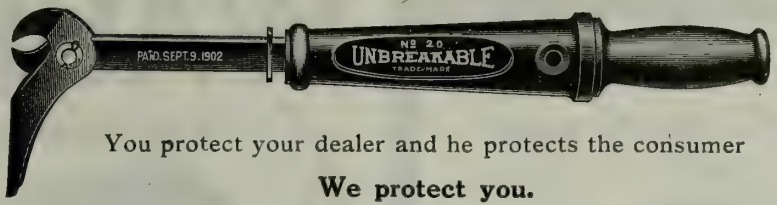
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Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



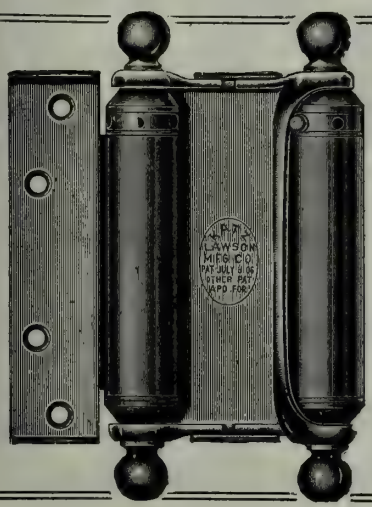
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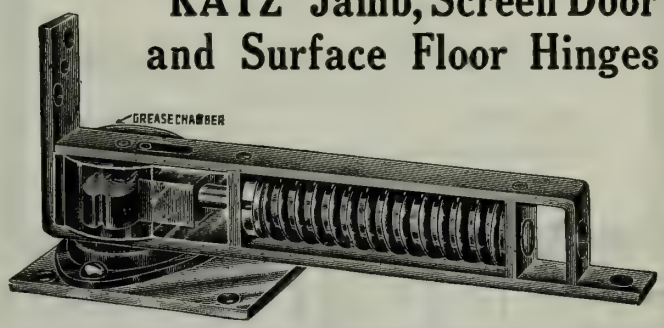
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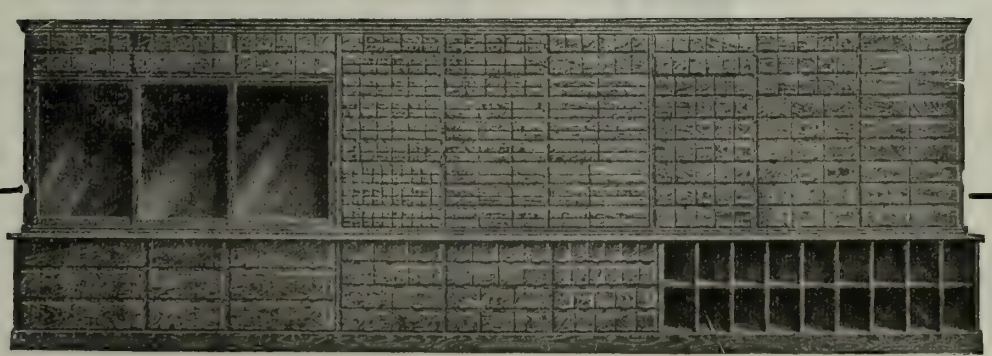
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Send for illustrated catalogue, it will interest you.

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No liquid dope or clay used in any of our brands, nothing but threads.

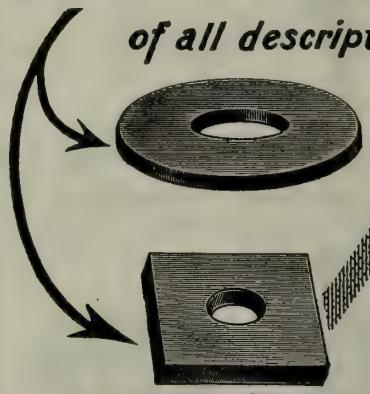
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No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



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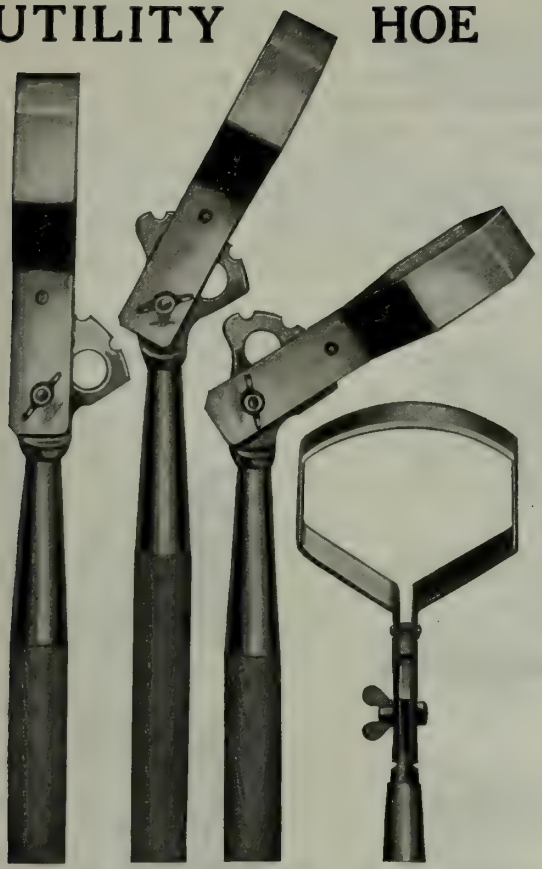
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By seeing that this exact mark is on each blade.

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TUBING WILL GIVE YOU THE SAME SERVICE AS COPPER AT *LITTLE MORE THAN HALF THE COST.*

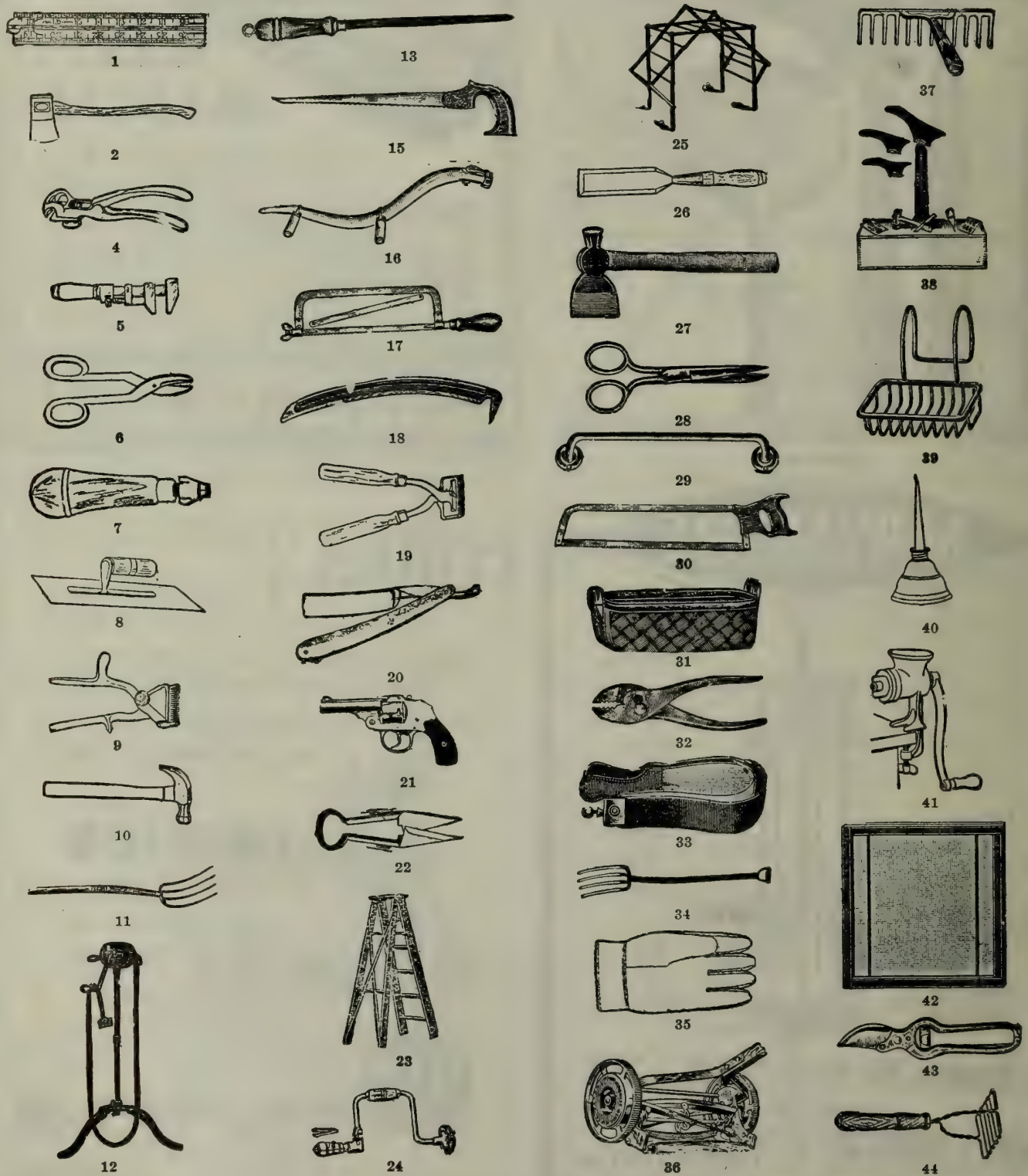
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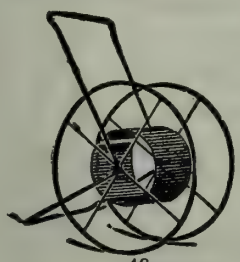


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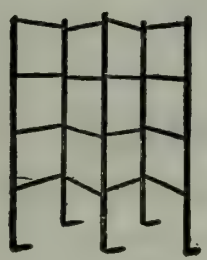

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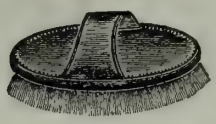

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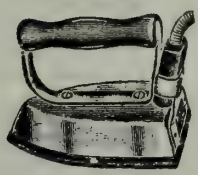

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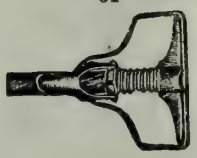

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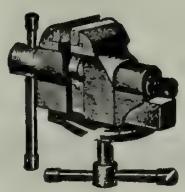

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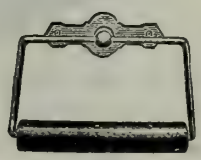

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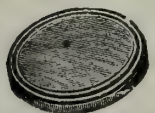

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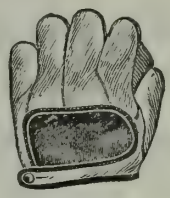

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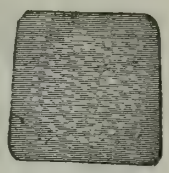

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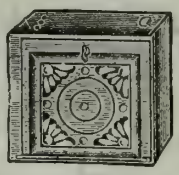

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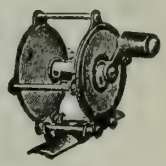

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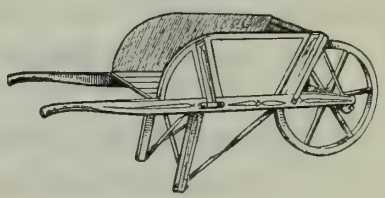

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IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.



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Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

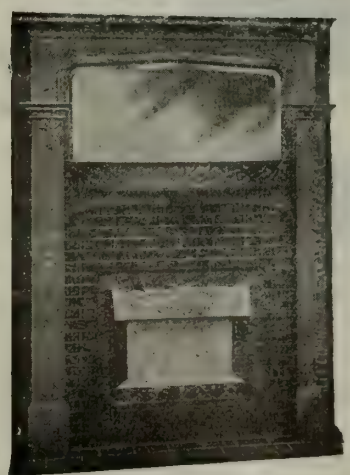


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

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Owned and operated by Nicholson File Co.



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It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS. WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

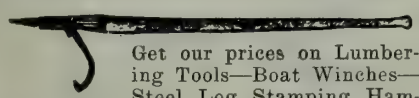
THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

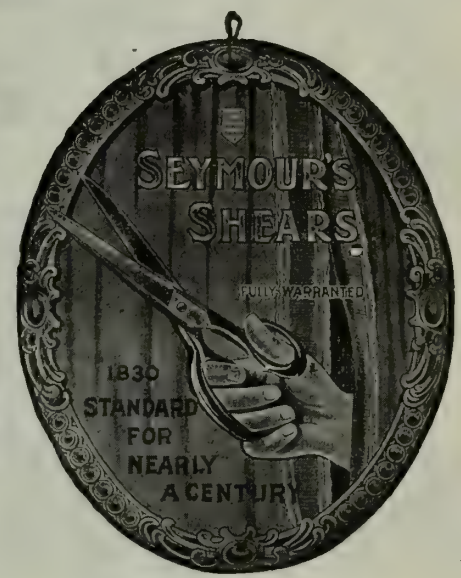


Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO. Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND **LAMP BLACKS**



A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

PRIEST'S CLIPPERS



THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.



Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

---

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

---

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by

James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

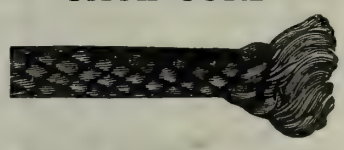
GASOLINE LIGHT SUPPLIES

For any make of lamps. Now is the time to fit up your system with Mantles, Glassware, Generators, etc.

Pitner Gasoline Lighting Co., Limited
52 Colborne St. TORONTO, Ont.

A want ad. in this paper will bring replies from all parts of Canada.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

YOUR GUARANTEE



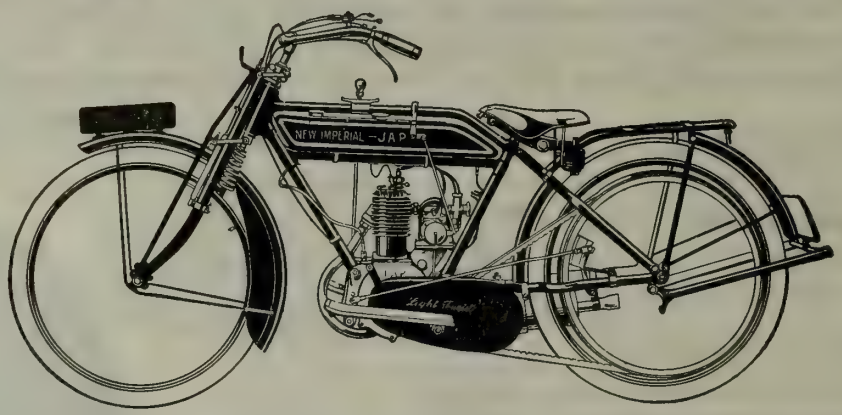
Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶**Send for our new Catalog G.**

GIPE-HAZARD STORE SERVICE CO., LTD.
97 ONTARIO STREET, TORONTO, CANADA

New Imperial light tourist 2½ H.P. (FULL)

Price 31 guineas

Special Packing for Export.

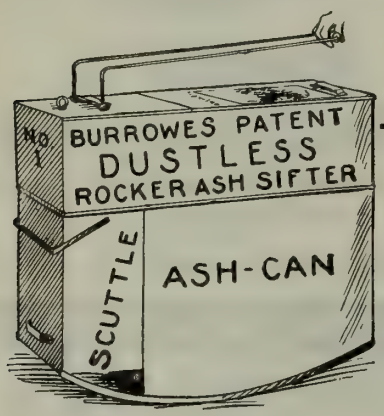


Complete with:—
Famous J.A.P. Engine.
70 x 76=293 c.c.
Dunlop Tyres and Belt.
Bosch Magneto.
B & B. or Amac Carburetor.
Hans Renold Chain.
New Imperial 2 Speed countershaft gear.
Druid Spring Forks.
Aluminium Foot Boards.

The "New Imperial Light Tourist" has been designed to meet the demand for a **Perfectly Reliable Solo** machine, and the great demand for this Model denotes the complete success of this object.
The "Light Tourist" combines with—SPEED OF THE ROAD—EASY STARTING AND CONTROL; SUPREME CAPACITY FOR HILL CLIMBING; CAPACITY FOR PROLONGED AND ARDUOUS TOURING; ECONOMY ON PETROL (130 to 150 miles to the gallon), oil and Tyres; COMFORTABLE RIDING POSITION; COMPACTNESS AND ACCESSIBILITY **WITH PERFECT DEPENDABILITY.** Its weight is about 130 lbs.; ground clearance from Engine about 6½"; speed on bottom gear 2 to 20 miles; speed on top, 10 to 45 miles per hour.

Only components by world-famed makers are embodied in its construction, thus ensuring that our own unstinted efforts of design and construction are fully backed up. The machine is beautifully finished, and each one is carefully TESTED before leaving the Works. Remember, it will go anywhere at any time, and opens up a new world enterprise for the up-to-date dealer. The above facts are fully borne out by the recent splendid successes of this Model in competitions, viz.: APRIL—Birmingham to Weymouth and back (313 miles), 1 Silver, 1 Bronze Medal; Wolverhampton Hill Climb, FIRST and SECOND, and also fastest time. MAY—Liverpool Trial, Silver Medal; Lancaster Trial, FIRST, beating all comers of much higher H.P.; Birmingham to Lands End and back (610 miles), GOLD medal (only Lightweight to secure premier award); North Western Hill Climb, fastest time. JULY—Six Days' Trial, 2 New Imperial finished, one gaining award—only 4 machines under 300 finished, TWO being New Imperials; Colwyn Bay Speed Trials, FIRST, Class I.; FIRST, Class XIV.; Folkestone Hill Climb, FIRST; Streatham Hill Climb, Class 1B, FIRST; Class 2B, FIRST.
N.B.—The "Light Tourist" is only a sample of value of the "New Imperial" 3½, 4½, and 6 and 8 Twins.
TERMS: Cash against Bills of Lading, Liverpool; or 25% Cash with order, balance against Bills of Lading.

Sole Makers **NEW IMPERIAL CYCLES LTD.,** **Birmingham**



Mr. Hardware Dealer

Put enthusiasm in the sale of

The Burrowes Patent Dustless Rocker Ash Sifter

We are enthusiastic because we know that the Burrowes Patent Ash Sifter is the best on the Market.

There are reasons:

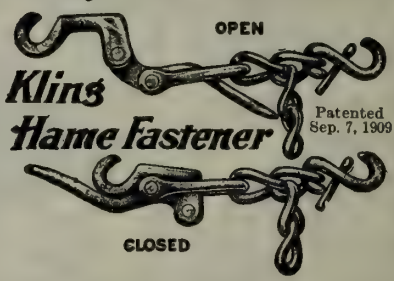
Closed Scuttle, Double Rims, Easy Rocker Motion, Large Space for Ashes to Spread, Large Lid, Convenient Height.

WRITE FOR PRICES.

No time to lose—this is the season people buy Ash Sifters.

The Burrowes Manufacturing Co.
611 King Street West
TORONTO ONTARIO

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

Kindly mention this paper when writing to advertisers.

Metallic Nickel

SHOT,
BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

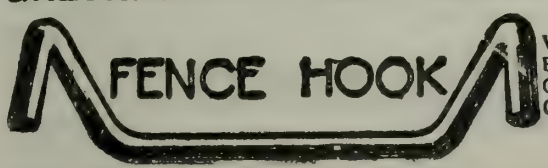
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

AGENCIES WANTED

AGENCIES WANTED. — AN OLD ESTABlished firm in Montreal, with offices and first-class organization, wants selling agencies on commission. A chance for any line of business to open agency, with no expense except commission on goods sold. Best of references. Write Commission, c|o Hardware & Metal, Montreal. (40)

SITUATIONS WANTED

SUCCESSFUL SALESMAN DESIRES POSITION as clerk with retail hardware firm. Best of references. Apply Box 130, Hardware and Metal, Toronto. 38

HARDWARE MAN DESIRES SITUATION AS manager or clerk. 14 years' experience. A1 references. Box 132, Hardware and Metal. (41)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.



"A NOTICE"

to Tinners and Sheet Metal Men

To get ready; next Spring building promises to boom; with lots of Sheet Metal Work to be done.
Somebody must get it out. "Why not you?" Let us train you now in:—

Pattern Drafting: Construction Methods and Detailing

It's the Chance you've been looking for to advance. Get our METHODS; our Home Study Courses are "approved" by the Bosses' Apprenticeship Committee.
Employers, see to your Apprentices' Education; we instruct Classes as well as individuals by mail.
Write for full information to-night; it's free—no obligations.

THE NATIONAL SCHOOL
3553a Olive Street, St. Louis, U.S.A.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

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Signed .....

Town ..... Province .....

Big Profit and Satisfaction in Selling



"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be **readily converted into a Windmill Pump** by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUBLISHING CO.
143-153 University Ave., Toronto

BALLISTITE DENSE

· Smokeless · Powder ·



The Life of the Load

lies in the explosive. Less of **Ballistite** is required than any other powder.

BALLISTITE (DENSE) is a waterproof powder of high velocity yet with lower breech pressure than any made. Its successes in the field and at the traps have caused it to be known far and wide as the "fastest" powder ever put into shells. Uniform under all conditions. Will not deteriorate.

NEW EMPIRE (BULK)—in demand with all who prefer an easy load.

At Your Dealer's
in any shell loaded in Canada.

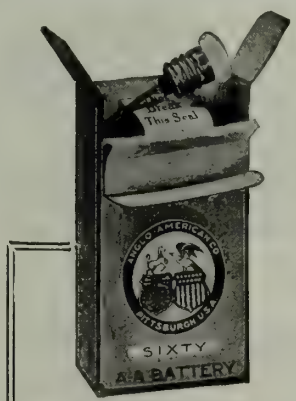
This is what we're telling sportsmen in our big advertising campaign

Order your next supply of Shells with these loads

Write for full particulars

Nobel's Explosives, Ltd., 244 Chambers of Commerce WINNIPEG

ANGLO-AMERICAN BATTERIES



Are the very best made none excepted

Have the durability and recuperative powers that guarantee satisfaction—are strong where others are weak.

Flashlights are perfectly finished.

A special distributers' offer, now open to Canadian Jobbers. Write for prices and samples at once.

ANGLO-AMERICAN CO., PITTSBURGH, PA.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

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It is a service we give free, and it is printed solely for the convenience of our readers.

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Can. Fairbanks-Morse Co., Monteal.

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British Aluminum Co., Toronto.

Aluminum Ware.
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Northern Aluminum Co., Toronto.
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British Aluminum Co., Toronto.

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Can. Fairbanks-Morse Co., Montreal.
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Novelty Mfg. Co., Waterbury, Conn.
Prairie City Oil Co., Ltd., Winnipeg.

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Hendricks Novelty Co., Indianapolis, Ind.

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Taylor-Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co., Montreal.

Belting.
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

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Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven.

Bits.
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Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Can. Fairbanks-Morse Co., Montreal.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.
The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
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Taylor-Forbes Co., Hamilton.

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Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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Chadwick Brass Mfg. Co., Hamilton.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., WWindsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Me.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
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May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

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Winnipeg Paint & Glass Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.

Butts and Hinges.
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The Stanley Works, New Britain.
Montreal Hardware Mfg. Co., Montreal
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Neverslip Mfg. Co., New Brunswick, N.J.

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McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
McFarlane, Douglas & Co., Ottawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.
T. Slack & Co., Toronto.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburg, Pa.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's.

Chutes.
O-Rib-O Mfg. Co., Winnipeg.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowswel Ltd., Hamilton, Ont.
J. H. Connor & Sonl Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City.

Coffee Percolators.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Colors, Dry.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel.
Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburg, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle & Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.

Corrugated Fasteners.
Acme Steel Goods Co., Chicago.
The Stanley Works, New Britain.

Cotton Duck.
Scythes & Co., Toronto.

Cotton Wipers.
Scythes & Co., Toronto.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Henderson & Richardson, Montreal.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal.
Thos. Mortimer, Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls.
N. Kastor, Ohligs.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.
A. Williams & Son, Sheffield.

Dies.
Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
Montreal Hdw. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

Dry Batteries.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Dustless Dusters.
Channell Chemical Co., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Elbows.
O-Rib-O Mfg. Co., Winnipeg.
E. T. Wright Co., Hamilton.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
Ideal Electric Mfg. Co., Wallaceburg.

Emery or Corundum Wheels.
Can. Fairbanks-Morse Co., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
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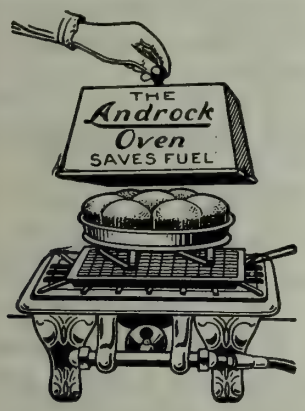


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Torrington, Conn., U.S.A.

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

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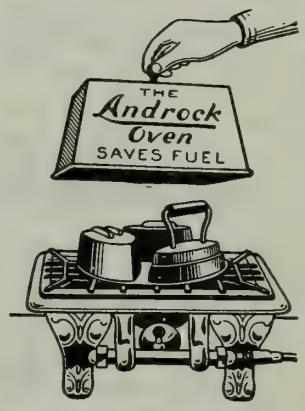


The "Androck" Oven

Fills a long-felt want. Saves gas and time.

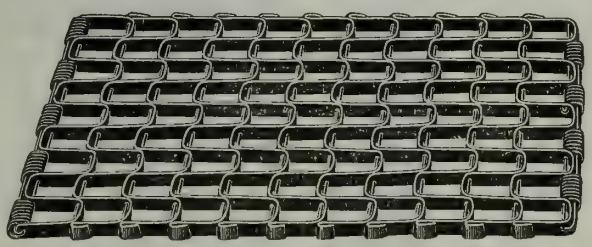
It consists of four parts: The cover, or oven proper, made of aluminized steel; the **Stand,** asbestos lined; the **Heat Distributing Plate,** to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster,** the finest toaster made.
One burner is all that is required to do an ordinary baking, whereas a range requires 2 or 3, and produces no better results. This means a big saving of gas and a cooler kitchen. The oven works equally well on gasoline or coal-oil stove.
Get the Androck Oven now and boost it. Every sale leads to others.

Andrews Wire Works of Canada,
Limited
Watford, Ont.



"Keystone" Flexible Steel Door Mats

Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.



The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Write your Jobber or direct to Us for Literature and Prices

Kuhne-Anderton Mfg. Company, Port Hope, Ontario

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

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Simonds Canada Saw Co., Ltd., Montreal.

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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

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Clayton & Lambert Mfg. Co., Detroit.
Northern Electric Co., Montreal.

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The Stanley Works, New Britain.
Richard Wilcox Can. Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Fishing Tackle.
Abbey & Imbrie, New York.
Andrew B. Hendryx Co., New Haven.

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Scythes & Co., Toronto.

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Can. Fairbanks-Morse Co., Montreal.
Northern Electric Co., Montreal.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Landers, Frary & Clark, New Britain.
D. Maxwell & Sons, St. Mary's.

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The Steel Co. of Canada, Ltd., Hamilton.

Fuel Chutes.
Galt Stove & Furnace Co., Galt.

Furnaces, see Stoves.

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
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Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Metal Shingle & Siding Co., Preston.

Galvanized Ware.
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E. T. Wright Co., Ltd., Hamilton.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

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Garden Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engines.
Can. Fairbanks-Morse Co., Montreal.

Gas Engine Silencers.
Maxim Silencer Co., Hartford, Conn.

Gasoline.
Pitner Gasoline Lighting Co., Toronto.

Gasoline Lamp Supplies.
Pitner Gasoline Lighting Co., Toronto.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

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Can. Fairbanks-Morse Co., Montreal.
L. S. Starrett Co., Athol, Mass.

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Hendricks Novelty Co., Indianapolis, Ind.

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Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

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Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
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Jno. Oakey & Sons, Ltd., London, Eng.

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Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
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Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Can. Fairbanks-Morse Co., Montreal.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnston, Birmingham.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
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Still, J. H., Mfg. Co., St. Thomas.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg. Co., Des Moines, Iowa.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co, Montreal.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

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P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

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Wm. Cane & Sons Co., Newmarket, Ont.
McClary's, London, Ont.
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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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North Bros. Mfg. Co., Philadelphia.

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Henderson & Richardson, Montreal.
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London Rolling Mill Co., London.

Iron Pipe.
Can. Fairbanks-Morse Co., Montreal.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Can. Fairbanks-Morse Co., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

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E. T. Wright Co., Ltd., Hamilton.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Pratt & Whitney Co., Dundas, Ont.

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Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lamps, Gasoline.
Pitner Gasoline Lighting Co., Toronto.

Lamps, Incandescent.
Northern Electric Co., Montreal.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Stratford Mfg. Co., Stratford.

Linseed Oils.
Prairie City Oil Co., Ltd., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.
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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
Taylor Forbes Co., Guelph, Ont.

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Prairie City Oil Co., Ltd., Winnipeg, Man.

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Argall Bros., Three Rivers, Que.
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Pitner Gasoline Lighting Co., Toronto.

Mantels and Grates.
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Can. Fairbanks-Morse Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. & S. H. Co., Montreal.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
McFarlane-Douglas Co., Ottawa.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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American Metal Polish Co., West Somerville, Mass.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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Can. Fairbanks-Morse Co., Montreal.
Oakey, John, & Sons, London, Eng.

Mitre Boxes.
Smith & Hemenway Co., New York.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

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Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Can. Fairbanks-Morse Co., Montreal.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.

Oil Stones.
Can. Fairbanks-Morse Co., Montreal.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
The Huenfeld Co., Cincinnati, Ohio.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

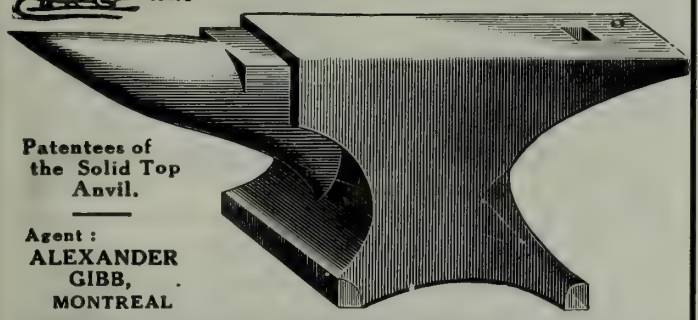
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Mousehole Forge
Sheffield

Trade Mark. M. & H.
ARMITAGE MOUSE HOLE FORGE.

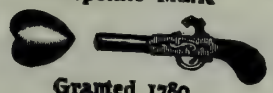


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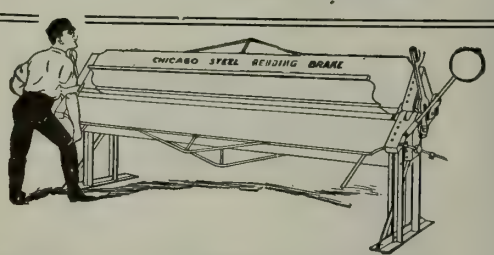
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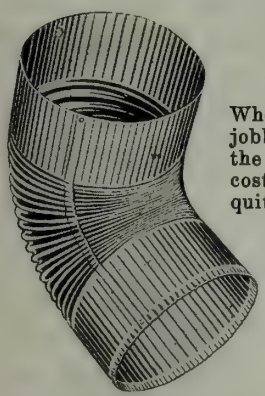
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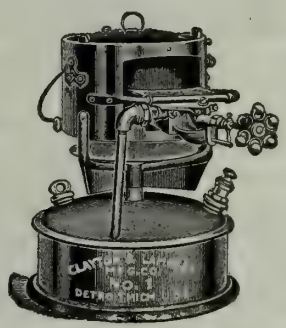
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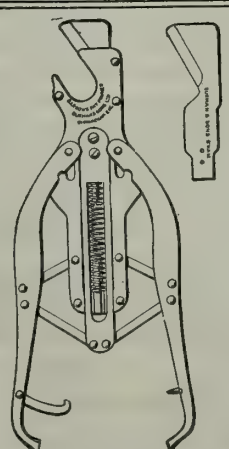
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

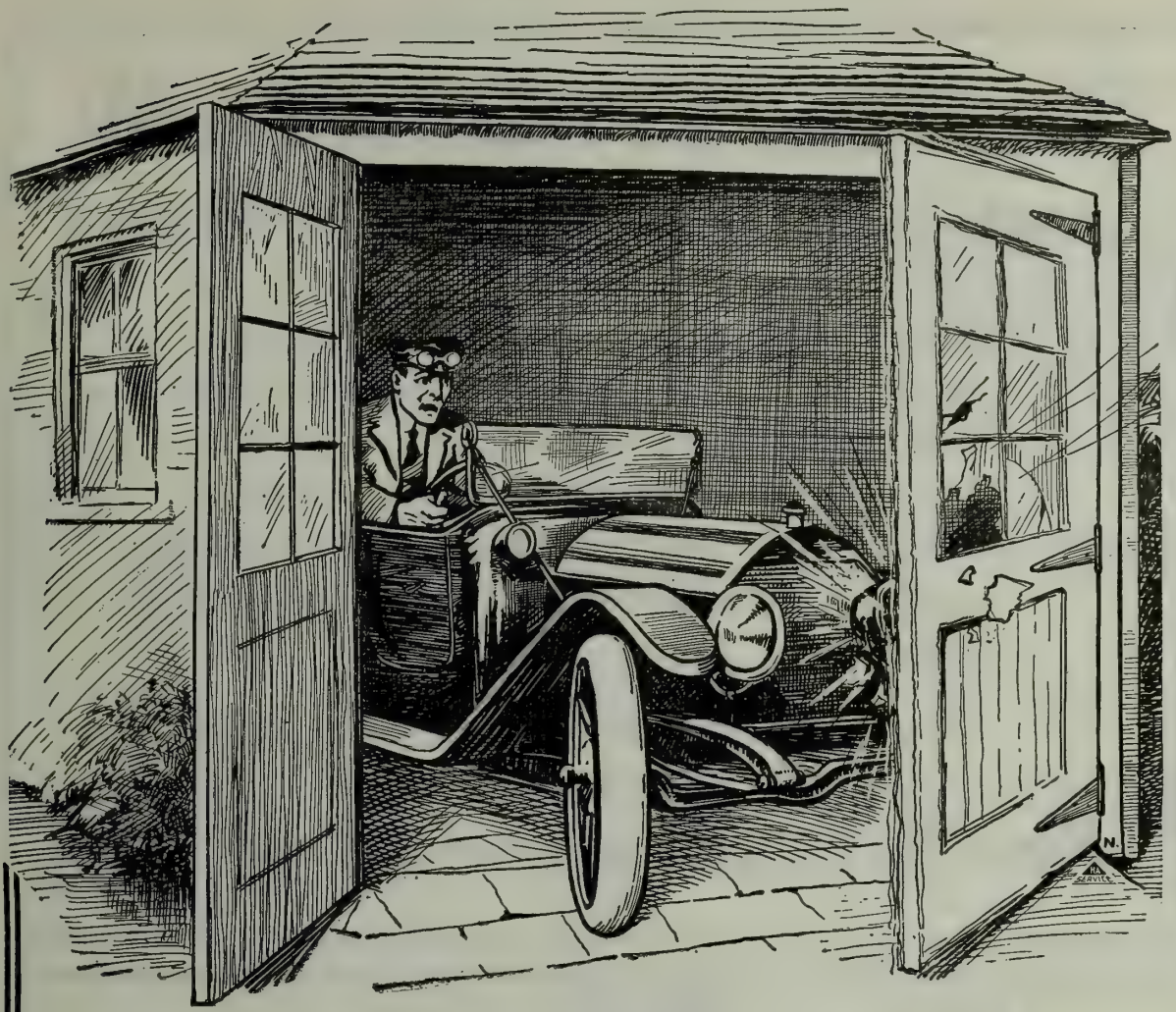
Silencers.
Can. Fairbanks-Morse Co., Montreal.

Silver Polish.
American Metal Polish Co., West Somerville, Mass.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.
Richards-Wilcox Canadian Co., London, Ont.





BANG!

Bent Mud Guard, $7.00---Broken Lamp, $13.00

Stanley No. 1775 Garage Door Holder Would Have Saved $20.00



A sudden gust of wind sends the garage door swinging to. There's a smash and the door comes off the victor. A mudguard bent and an expensive lamp broken. The owner will be looking for something to prevent the repetition of such an accident.

Are you ready to demonstrate the New "Stanley" Garage Door Holder? Its action is practically automatic. No one has to give it a thought, the mere act of throwing the door open will set the device in action and it takes care of itself. In closing the door, all that is necessary is to catch a convenient Thumb Ring, and a slight pull releases the lock on the side and pulls the door shut as well.

It's never in anyone's way. There is as much clearance as if it weren't there, for it's applied high up on the door. Ask your Jobber. Weight nine pounds. Length, open, 48 inches. Closed, 27½ inches. Packed one right and one left hand in a package with screws.

S.W.

HINGES, HASPS, HANDLES, HOLDERS, PADLOCK EYES AND BOLTS FOR THE GARAGE DOOR.

The Stanley Works *New Britain Conn.*

A. Macfarlane & Co, Montreal Canadian Rep.



Ross Rifles are Made in Canada and Used All Over the World

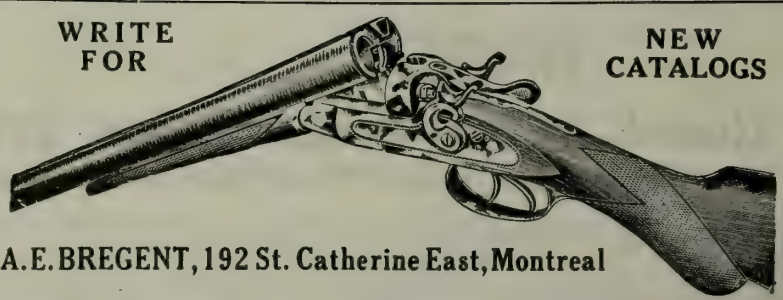
Hardware men recognize the advantage of selling rifles made in the country. It saves time and customs troubles when spare parts are wanted; facilitates promptness of deliveries; and as to quality—no apologies are needed.

There are no better rifles than Ross Rifles

Ross Rifle Company, Quebec, Que.

GUNS
RIFLES
AMMUNITION

WRITE FOR NEW CATALOGS



A.E. BREGENT, 192 St. Catherine East, Montreal

GUNS
RIFLES
AMMUNITION

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

TRADE J C MARKS

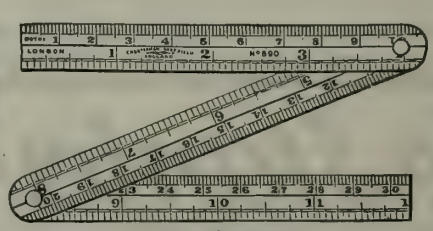
CONSTANTIA J C

TRE BLE



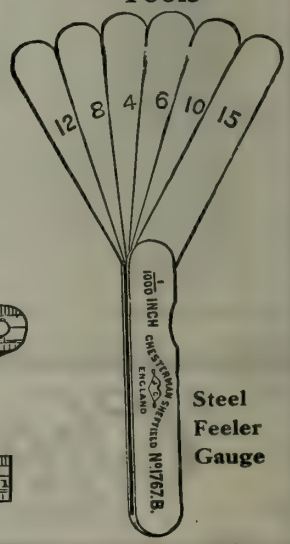
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

This is the babbitt that boosts the sales

There's 40 years' experience in selecting and mixing of metals behind it.

Our mixed metal sales amount to 5,000,000 DOLLARS ANNUALLY

A careful microscopic examination of Frost King Babbitt will verify our claim that it is more evenly mixed than that of any of our competitors.

Our lead products, such as **Bar Solder, Wire Solder,** etc., are also of a trade-building quality.

HOYT METAL CO., Toronto, Ont.
New York, N.Y. London, Eng. St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

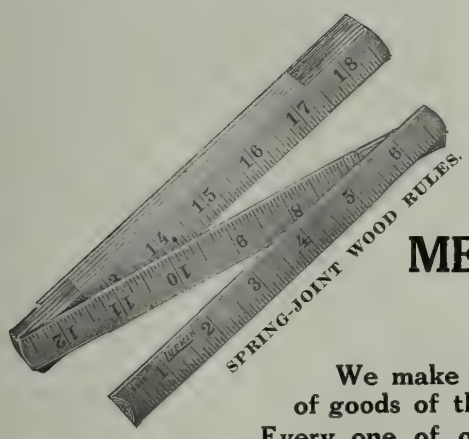
MANUFACTURED SOLELY BY

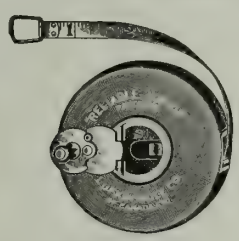
GUTTA PERCHA & RUBBER, LIMITED

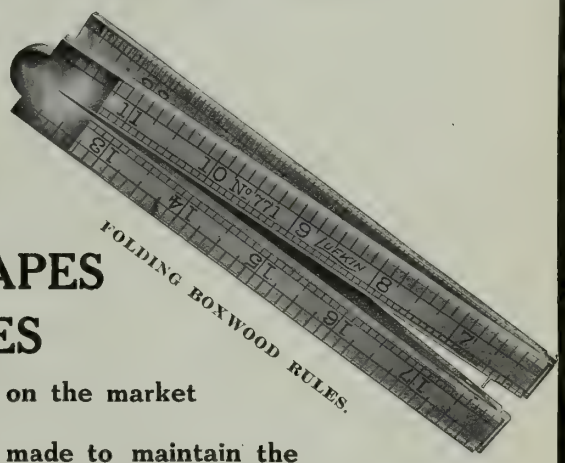
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER







MEASURING TAPES
STEEL RULES

We make the most complete line on the market of goods of this kind.

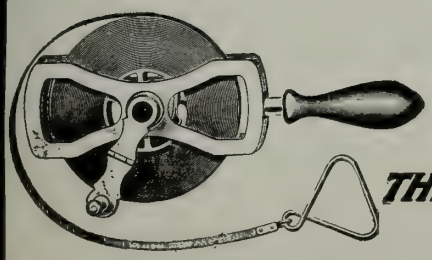
Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

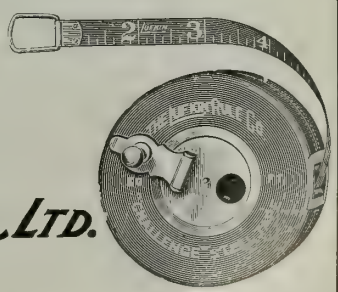
GOODS UNDER THE LUFKIN TRADE-MARK

Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

"VICTOR" and Vanquished

The pan of every VICTOR Trap is stamped with a "V"

See the V



ONEIDA COMMUNITY. LTD., ONEIDA. N.Y.

"This ad. is appearing in the best trapping papers"

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

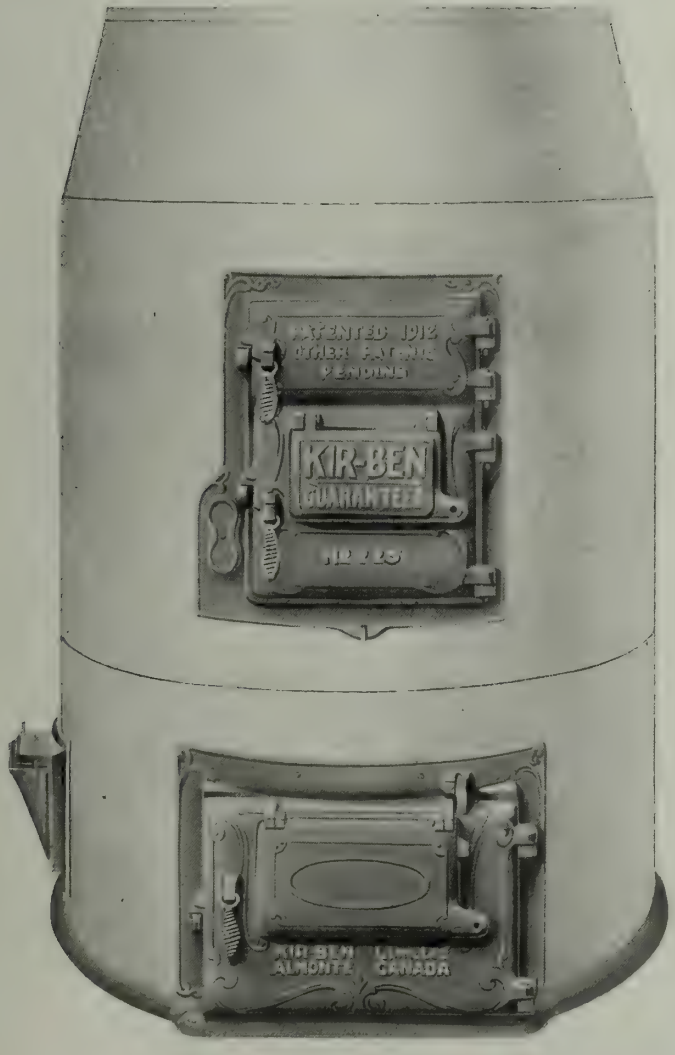
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 39

September 26, 1914

Kir-Ben Furnaces

KIR-BEN
TRADE MARK



"KIR-BEN" the furnace with the added features.

Deep cup and flanged joints in Radiator.

Deep cup joints in fire-pot.

Heavy flanges on fire-pot.

Straight fire-pot with more grate surface.

Heavy duplex grates with roller-bearings.

Removable grates without removing bolts.

Grates that remove the ashes from the sides of the fire-pot without disturbing the live coals in the centre.

Heavy, deep and large ash-pan.

Heavy one-piece bottom and ring.

Large feed doors, 12½ x 16 to 15¼ x 17.

Patented radiator top—no arms to break from heat expansion.

Heavy, always ready, explosion damper, full size of smoke pipe.

Automatic damper, controlled by feed door, too heavy to burn out, designed to prevent warping.

Hot water connections for heating kitchen boiler made two ways.

Dust damper that will not clog.

Extra large ash-pit, square, no corners that are hard to clean. Large ash-pit door, unusual size—same as ash-pit.

Large water-pan, easy to remove for cleaning.

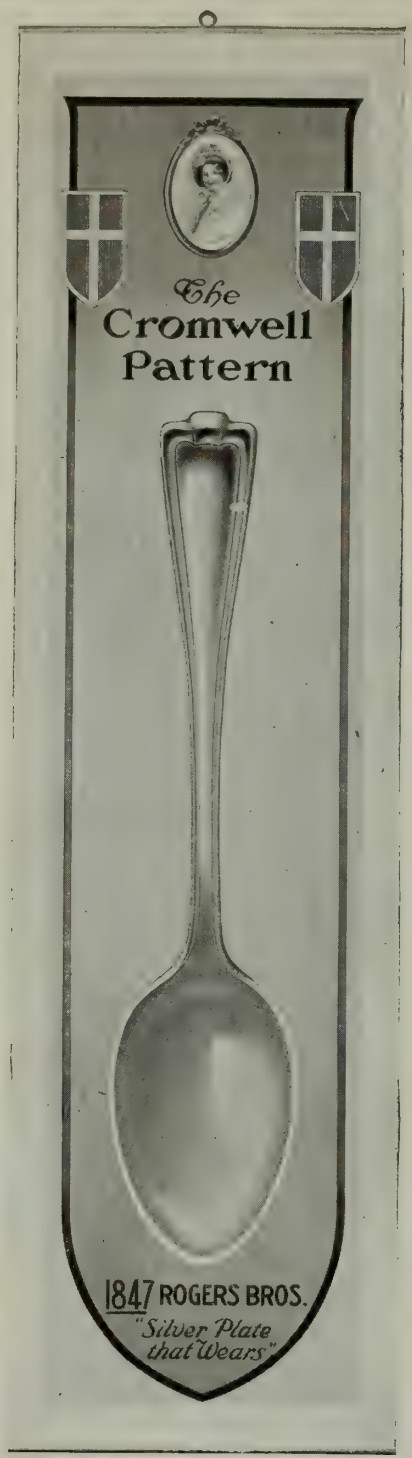
Feed door opens direct draft damper, no smoke or gas in the face when firing.

Complete control of fire from upstairs, three damper chains, giving graduated control of draft and checks.

Water-pan gives proper humidity at all times. Placed to prevent cracking of castings in case of overflow.

Kir-Ben Agency is the Best

KIR-BEN, Limited **Almonte, Ont.**



Encourage Home Industry

by Supporting and Assisting

THE "MADE IN CANADA" CAMPAIGN

Teach the people of this country their duty of building up, by patronage, their own Manufacturing Industries.

When we purchase goods "MADE IN CANADA" Canadians get the goods and keep the money in circulation; Canadian labor is employed, and Canadians are not called upon to support families of the UNEMPLOYED.

Every merchant should assist by featuring MADE IN CANADA GOODS.

1847 ROGERS BROS. MERIDEN B.COMPANY

"Silver Plate That Wears"

is made in Canada, made by Canadians, and of the best the world produces.

YOU CAN TRUTHFULLY STATE THAT **1847 ROGERS BROS.** Ware, KNIVES, FORKS, and SPOONS, has been the Standard Silverplate for over sixty-five years, and is backed by an UNQUALIFIED GUARANTEE.

Remember, there are other "Rogers," and other makers of silverware, but there is only ONE **1847 ROGERS BROS.** —the GENUINE—requires no argument—saves time and talk for the dealer, and then—THERE IS THE SATISFACTION OF SELLING THE BEST.

Take advantage of our PUBLICITY PLAN and make your Silverware Department profitable, effective and efficient; our advertising helps us, and will help you, if you stock and carry **1847 ROGERS BROS.** Ware.

MERIDEN BRITANNIA COMPANY

HAMILTON, CANADA

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

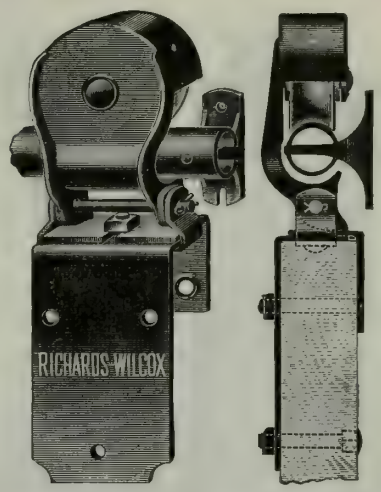
PRECISION
DELIVERY
QUALITY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

No. 543—The Red Runner



1. Completely Flexible, allowing door to swing ninety degrees.
2. Lateral Adjustment, Double Apron, and Removable Hinge Pin.
3. Riveted Malleable Brackets—a great advantage —no shorts.

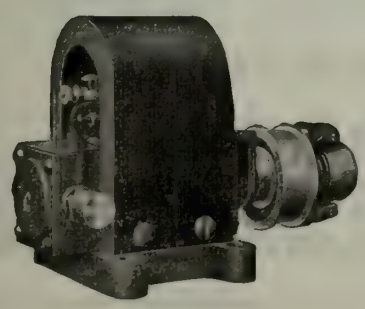
CANADA'S VERY BEST ROUND TRACK HANGER.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.



THE LIGHT THAT'S RIGHT

Eureka Lite



Eureka Jr. B.C. 2

The fact is, with our Eureka—

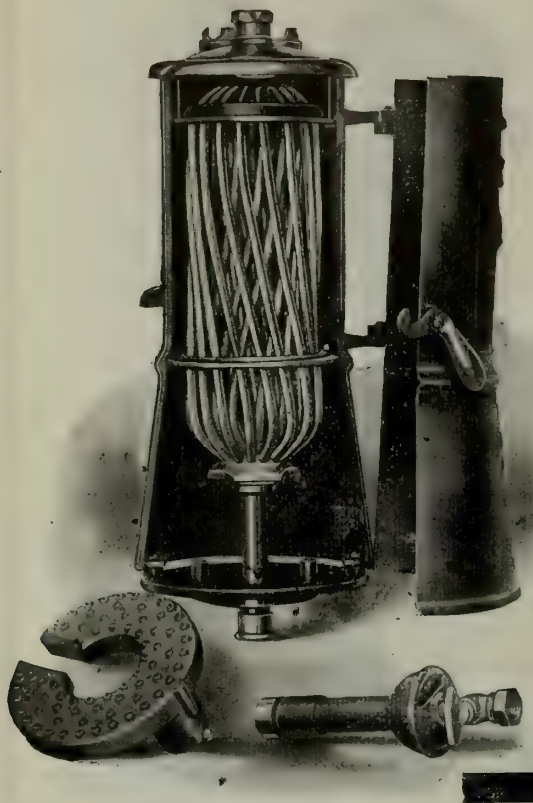
You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

LOW COST—HIGH EFFICIENCY

Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20.00 and up, according to capacity required. Large profit to dealers Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

HOT WATER



AND PROFIT
from
Stack Gas Heaters

They sell themselves if you put the heater where Mr. Hot-and-grimy Customer can see it, and have the price where he can see that too.

Sooner or later the suggestion of that bath in water that is "just right" will loosen up the tightest wad—it's human nature, that's all. And one sale means more, for a good article. That is where our **Stack Gas Water Heater** comes in. It's a peach for the price. One minute after it is lit, it gives hot water continuously at the tap. And it is guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity, made.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West, Toronto

FRANCO
TRADE MARK

"WIRELESS"
Fibre Flashlights

Now on Sale at Most Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West,
TORONTO, ONTARIO

Germans Retreating

So do all other Makes of Handles when Still's arrive on the scene.

No chance of beating them back, as they are made of the best Hickory. No other make is as strong and durable as

Still's Handles

Defeat the enemy by insisting on having STILL'S.

MADE IN CANADA.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

THE NAME DISSTON

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants



It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation, lets a trade-winning, money-making opportunity slip by.

WE ARE
Headquarters
for
Disston Goods
WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

The Best Defensive is an Ardent Attack

IN chess, in play, in war, and in business the best defensive is an ardent attack.

Leadership and success are not mere matters of position and resources. They are matters of spirit.

The spirit of leadership and success shows itself in aggressive action.

In Canada eventual leadership and success in manufacturing, wholesale and retail enterprise will belong to those who push forward now and always. Those who seek merely to conserve their position become stationary and expose themselves to the danger of ultimate destruction.

These are the lessons and facts of history.

The occupation of new fields of trade and the winning of new customers are achieved at the least cost of money and time by the adoption of a strong, constantly-maintained and prudent policy of advertising in the public press.

Maintenance of attack wears down resistance

A Little Talk on Hot Galvanizing

Zinc, or spelter as it is commercially called, is the coating used to prevent rusting on iron and steel articles. *As long as the spelter coating is complete no rusting results.*

In making Sheet Metal Products such as Wash Tubs, Wash Boilers, Garbage Cans, etc., which have bottom seams and side seams, the steel sheets become greatly stretched and distorted at these seams.

When the Spelter coating is applied *before* the sheets are formed, it also becomes stretched and distorted and rusting starts at these points, soon destroying the article. No amount of aluminum bronze or red paint can repair the defect.

Consider on the other hand an article on which the spelter coating is applied *after* the sheets are formed and *after all* mechanical work is completed—where the article after pickling is completely immersed in pure molten spelter so that all that can hang on stays on.

This is Hot Galvanizing and is the process used by **SMP** on all their SMP QUALITY Galvanized Ware.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Win And Hold More Lawn Hose Customers

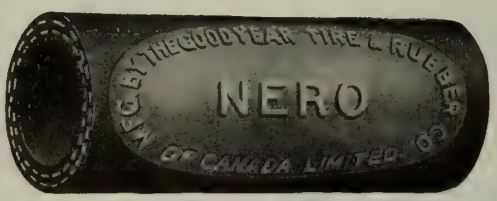
You are always sure of satisfied customers, and customers are always sure of service when the Lawn Hose you sell is the Goodyear kind. Goodyear Lawn Hose is a quality product through and through, made in Canada, at the Bowmanville, Ontario, factory, and under the same master quality standards that have won leadership for Goodyear Tires, Belting, etc.

1915 will be a big Goodyear Lawn Hose season. More and more people are coming to know that Goodyear means master quality and super-service—that it is an infallible guide to right buying—to real economy.

All material used in Goodyear products is tested by expert chemists before the manufacturing process begins. A further rigid inspection system insures 100% efficiency.

So make your next Lawn Hose season a Goodyear season. There are two brands of Goodyear Lawn Hose that meet every master standard of quality. When you offer these to your customers you do so with the full assurance that they will stay sold. And goods that stay sold mean customers that remain customers.

Two Lawn Hose Leaders



GOODYEAR TORONTO



"NERO"

Where pressures are heaviest, this is the master hose. Made with a special two-ply braided fabric construction. Hasn't a seam. Uniform tension throughout. Cannot kink or snarl. The inner tube is of the finest, laboratory-tested rubber. The outer cover is smooth or corrugated, as desired.

And "Nero" comes in 500 foot lengths. This means you can fill orders for all sizes without any "remnants" left over at the end of the season. And right there is a very important thing for the dealer to consider.

"RELIABLE"

The fabric used in this hose is cut on the bias, butt-ended, and **cross-stitched.** No cement whatever is used. This means that joints do not overlap and cause unevenness. Made in 4-ply in ½ inch; 5-ply in ¾ inch and 1 inch. High-grade materials and Goodyear construction throughout. This is a light, strong and very durable hose.

GET THIS INTERESTING DEALER PROPOSITION

Write to-day for catalog, quotations and Goodyear dealer proposition. These will show you a way to bigger Lawn Hose business for next season. Asking for these involves no obligation. Writing brings you information that will mean success in this department of your business.

The GOODYEAR TIRE & RUBBER COMPANY OF CANADA, Limited

Head Office—TORONTO, ONT. **Factory—BOWMANVILLE, ONT.**

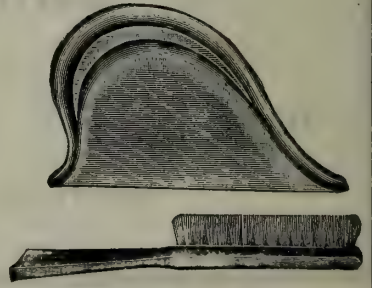
Branches at Victoria, Vancouver, Edmonton, Calgary, Regina, Winnipeg, Hamilton, Ottawa, Montreal, St. John, N.B.



HEADQUARTERS FOR WAITERS

Crumb Tray Sets, Casseroles, Percolators, Etc.

W. H. SWEENEY MFG. CO. BROOKLYN N.Y. — ALUMINUM BRASS — SWEENEY WARE TRADE MARK — COPPER NICKEL — Established 1876



Write for catalogue and prices.

W. H. Sweeney Mfg. Co.

30 Main St., Brooklyn, N.Y.

Popular Sporting Rifles

The Ross



known the world over for accuracy.

Model "R" uses the .303 British cartridges. Highest grade steel barrel. Either .22 or 26 in. long fine Italian walnut pistol grip stock. Weight 6¾ lbs.

Winchester Model 1895



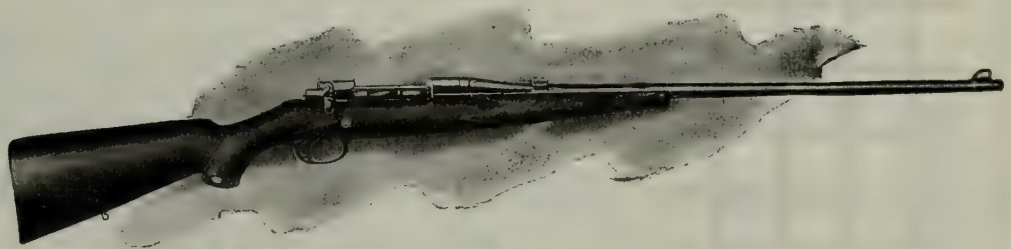
.303 calibre or .30 U.S. Army. Box magazine holds 6 cartridges. Fine walnut stock, 28 in. rolled nickel steel barrel. Weight 8¼ lbs.

Winchester Self-Loading



.351 or .401 calibres, 20 in. rolled nickel steel barrels, walnut stock. Recoil ejects empty shell, cocks the hammer, and throws a fresh cartridge into the chamber.

Ross .280 Calibre



High Grade, High Power, 26 in. rolled barrel, selected Italian stock. Weight 7½ lbs.

Caverhill, Learmont & Co.

MONTREAL

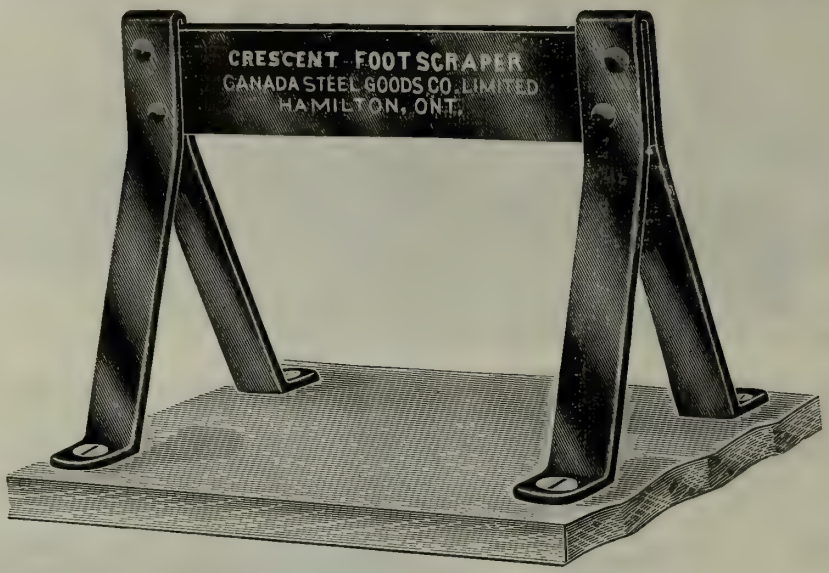
The Crescent Foot Scraper

Strength

Durability

Wearability

Salability



Heavily Japanned

Rust Proof

Looks good and is exceptionally well made.

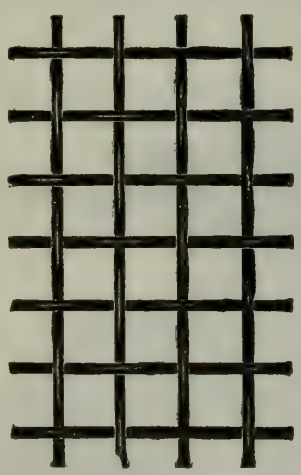
The Crescent Foot Scraper, scrapes off MUD, as easily as SNOW. The scraper bar is wide and strongly supported. The legs are either screwed down or embedded in concrete.

Canada Steel Goods Co., Ltd. Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

GREENING'S

Wire Cloth Wire Screening



All grades of Wire Cloth, Double Crimped

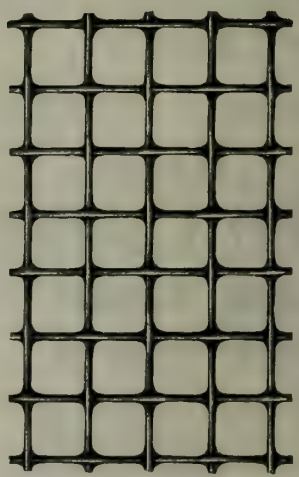
Screening accuracy guaranteed

Made of Steel, Copper or Brass

Galvanized and Tinned Cloth

Perforated Metals

Wire Rope



The B. GREENING WIRE CO., Limited

Hamilton, Ont. **Montreal, Que.**

THE

STEEL COMPANY OF CANADA

LIMITED

HAMILTON

Wood Screws,
Machine Screws,
Bright Wire Goods,
Pig Iron,
Cable,
Escutcheon Pins,
Wing Boot Calks,
Rivets and Burrs,
Spikes,
Wire Hoops,
"Invincible" Fencing.

PEACE REIGNS

With Dealers Handling Our Lines.

We can give you the Service and Satisfaction you require.

"TIGER BRAND" White Lead

Steel and Iron

Horse Shoes and Horse Shoe Nails

"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment

Pole Line Hardware

Write Us for Prices and Information

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

Wrought Pipe,
Lead Pipe,
Bolts and Nuts,
Corrugated Fasteners,
Wire,
Wire Nails,
Tacks,
Staples,
Shot,
Putty,
Forgings,
Stove Scrapers.





COMMON-SENSE SKATES

at interesting prices

Your opportunity

We will ship you full line of samples by express

PREPAID

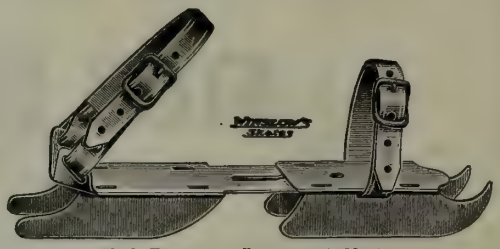
on demand; if you are not pleased return them at our expense.

WRITE FOR DISCOUNT

THE MONTREAL SALES CO.

334 St. Paul Street

Bell Tel. Main 3584 **MONTREAL, CANADA**



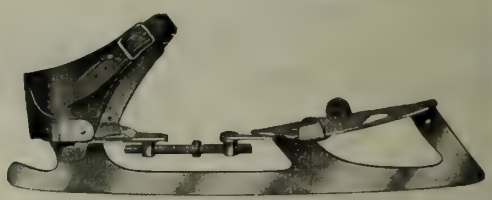
Sled Runners, Improved Model.

Price, boxed .....$6.20 doz.



E10 Strap Skate can be used over Rubbers

Price, papered .....80 cents pair



F10, F20, and F40.

Most practical leather heel strap.

F10—Bright finish. Price papered .....$1.44 pr.
F20—N.P. finish. Price boxed ..... 1.92 pr.
F40—N.P. hardened. Price boxed ..... 2.60 pr.



G10, G20 and G40.

Clamp Skate with leather heel straps.

G10—Bright finish. Price papered ...$1.44 pr.
G20—N.P. finish. Price boxed ..... 1.92 pr.
G40—N.P. hardened. Price boxed ..... 2.60 pr.

Lever Model ☞



A10, A20 and A40.

Lever Skate, Easily on, Instant Adjustment. A Leader.

A10—Bright finish. Price papered .....$0.70 pr.
A20—N.P. finish. Price boxed ..... 1.10 pr.
A40—N.P. hardened. Price boxed ..... 1.92 pr.

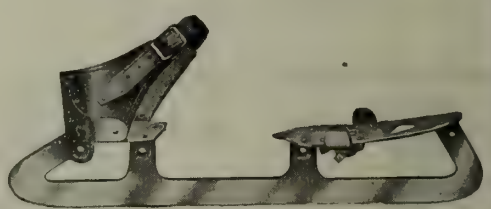
Canadian Model ☞



D10, D20 and D40.

Double end, screw top skate, Canadian model, a sure sale. Very strong brackets. Best value for the money.

D10—Bright finish. Price papered ..$0.70 pr.
D20—N.P. finish. Price boxed ..... 0.96 pr.



H20 and H40, Double End.

Highest quality and finish, clamp skate with leather heel straps.

H20—N.P. Price boxed .....$2.40 pr.
H40—N.P. hardened. Price boxed ..... 3.00 pr.

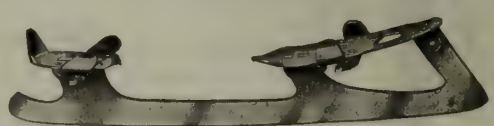
Full Clamp Model ☞



C20 and C40 Double End.

Full Clamp Skate of high quality and finish, but of medium price. No misfire with this one.

C20—N.P. finish. Price boxed .....$1.50 pr.
C40—N.P. hardened. Price boxed ..... 2.60 pr.



B10, B20 and B40.

Full Clamp Skate, Easily on and Securely on.

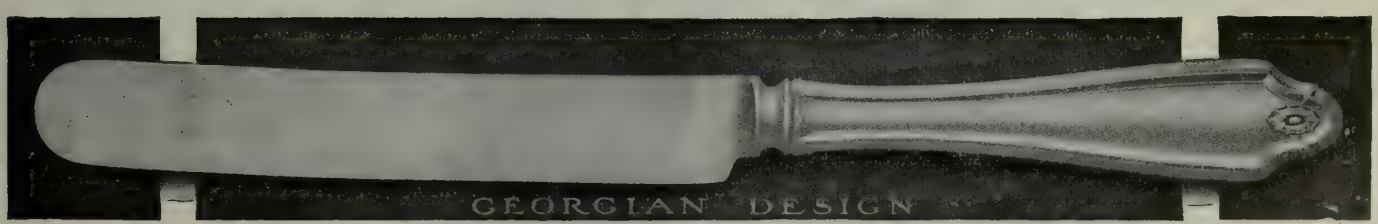
B10—Bright finish. Price papered ...$0.70 pr.
B20—N.P. finish. Price boxed ..... 1.10 pr.
B40—N.P. hardened. Price boxed ..... 1.92 pr.



There can be no argument
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COMMUNITY SILVER PLATE

It is Modern, Attractive,
and Value-full



ONEIDA COMMUNITY, LIMITED

ONEIDA, N.Y. and NIAGARA FALLS, ONT.

50 YEARS IN THE BUSINESS

You're Known By The Goods You Sell

Sell a man a file that fails to give good service—and you're digging a pit for yourself.

When you give your trade *Nicholson-Made-Files*—you give them files that you *know* are absolutely right. You know that each file has been inspected eight times — between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a *Nicholson-Made-File,* you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight—no excuses to make. Nothing to do but "sell more files"—and take your liberal margin per sale.

OVER 50,000,000 FILES A YEAR

BRANDS:

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"FILE FILOSOPHY"—A 50 years' education on Files in an hour, and our Catalog, sent FREE on request.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

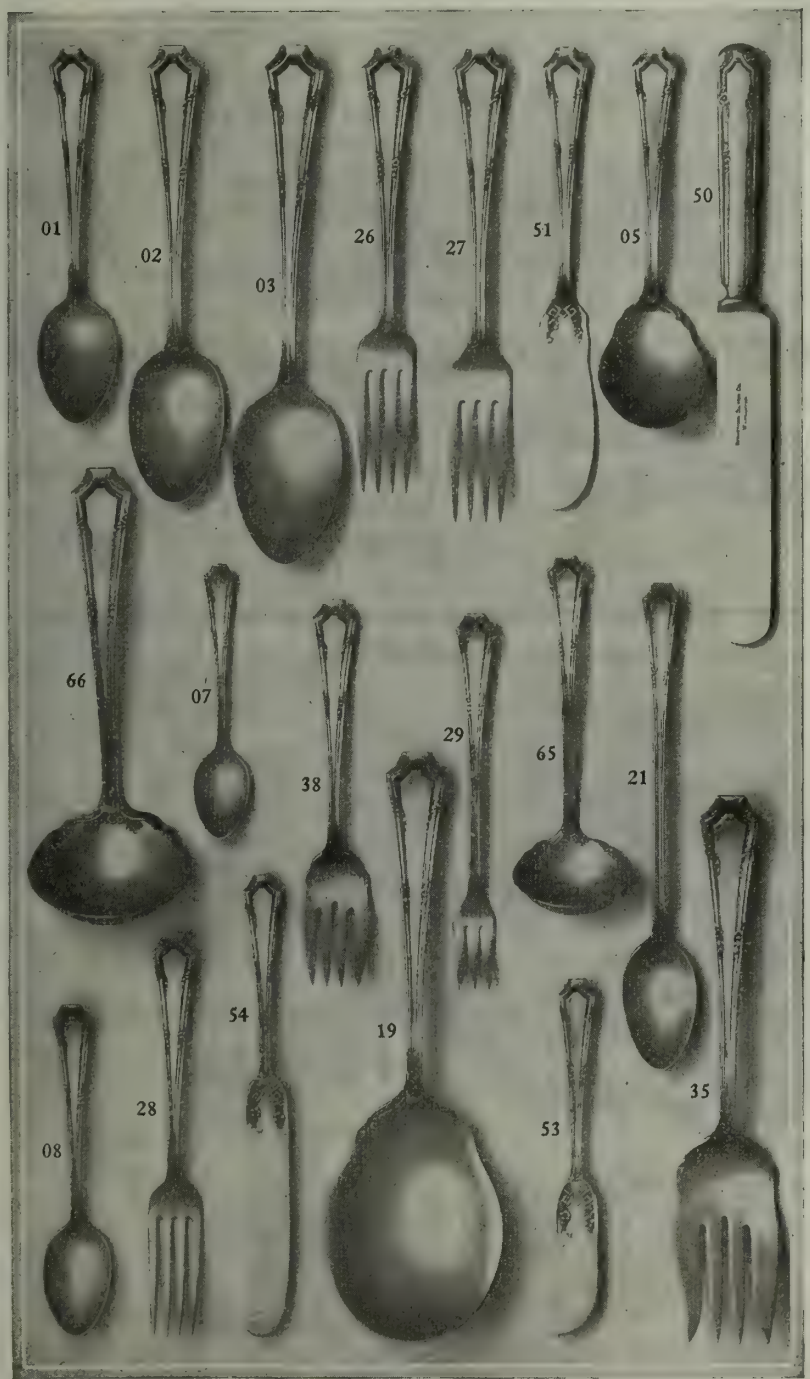
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

VIRGINIA PATTERN

Are you looking around for a good flatware pattern for the fall trade? Something at a price—something *you can sell?* Then consider the Virginia. We can't give you prices in this advertisement, but a post card to us will bring them along with a Virginia tea spoon for your inspection. We make up the Virginia to be stamped with your name on every piece. A flatware pattern under your own name and mark which you can guarantee.



Here is the guarantee we make for the Virginia pattern:

A. 12 Dwt. Knives (so marked).

B. Metal blanks, 18% pure nickel silver.

C. 20% to 30% heavier plate on staples than fancy pieces.

D. Finish equal to the highest quality goods.

We are putting out this new pattern to sell—which means that the quality and price must be right—a flatware that the trade can sell. This is the reason for the Virginia pattern, Virginia prices, and Virginia guarantee.

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of Toronto, Ltd.

Apollo Keystone Copper-Bearing Galvanized Sheets

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

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SIDING	VALLEYS	EAVESTROUGH
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Our exhibit in the Palace of Mines and Metallurgy at the Panama-Pacific Exposition, San Francisco, will show the manufacture of this material from ore to the finished product.

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NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

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A Colt is SAFE AGAINST ACCIDENTAL DISCHARGE.
SOUND IN QUALITY AND WORKMANSHIP.
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Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

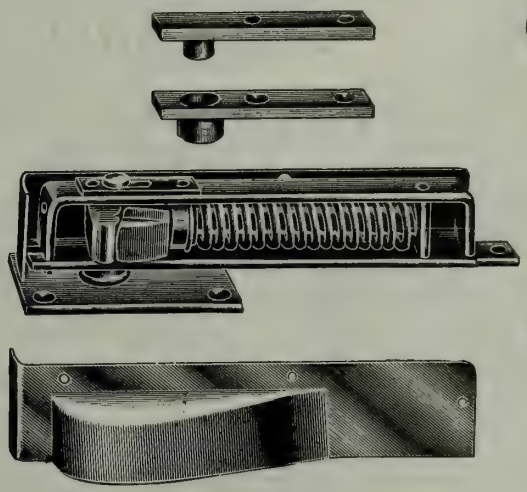
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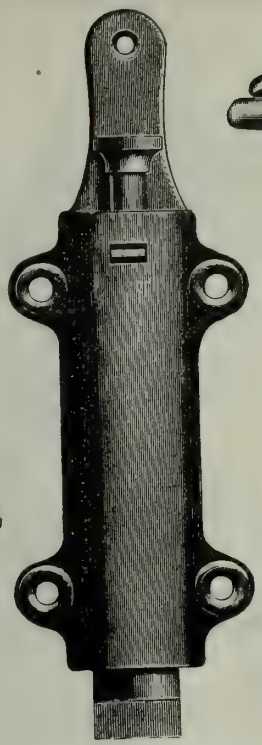
A. MACFARLANE & CO., LTD., Coristine Building, Montreal

Dominion Floor Hinge
(Double Acting)

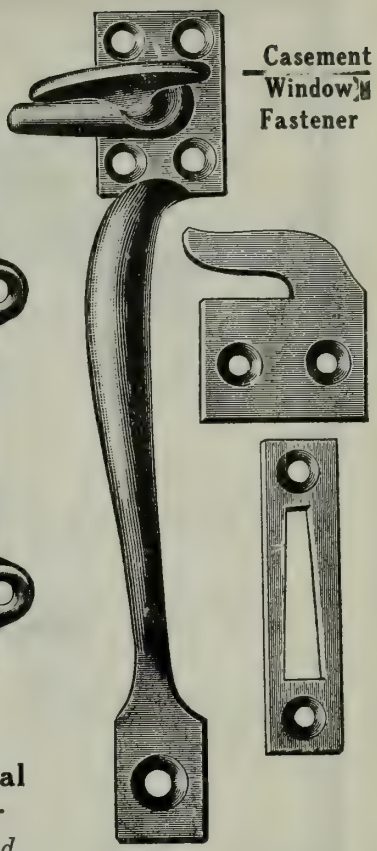
This is a cheap hinge—and it is guaranteed to be equal to any of its kind on the market.

The Dominion Floor Hinge is made only in one size and takes from 1⅛ to 1¾ door.





Wrought Metal Door Holder
Japanned—Plated, Solid Bronze.



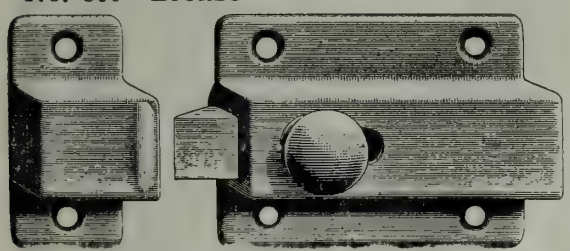
Casement Window Fastener

Bronze No. 1350

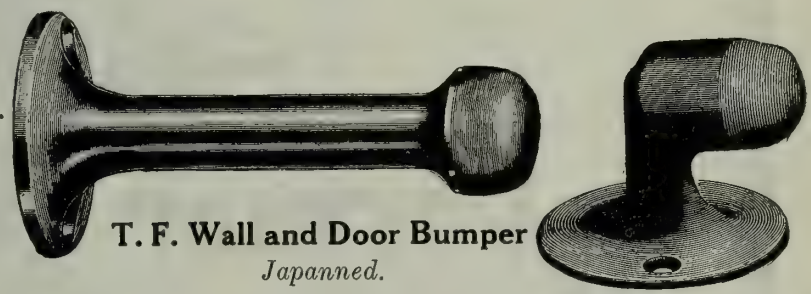


No. 800—Bronze

Bronze Door Pull
Size 7½". Solid Bronze or Brass. If your jobber cannot supply you, write us.

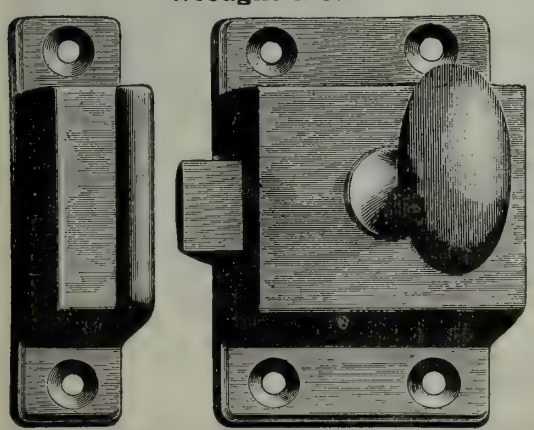


Steel Cupboard Catches
Solid Bronze, Royal Bronze, Plated.



T. F. Wall and Door Bumper
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Cupboard Turns
Wrought Metal



Royal Bronze.
Plated
Solid Bronze.

Nos. 620-630

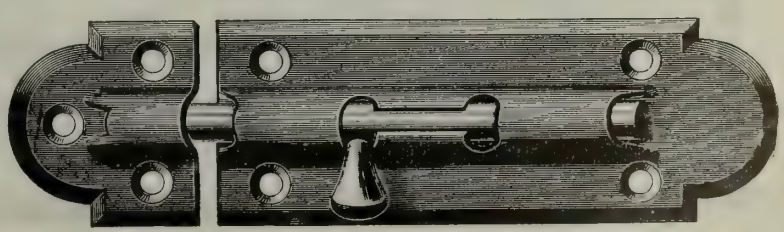
If your jobber cannot supply you with these lines, write us and we will ship immediately.

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Head Office and Works: GUELPH, ONT.

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Bevel Wrought Steel Barrel Bolts
Japanned, Plated.





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BY INVITATION MEMBER OF

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Tools and instruments bearing the name "Starrett" are used to-day in thousands of plants on the finest work by expert toolmakers and machinists, because experience has taught them that Starrett Tools are reliably accurate and permit rapid, efficient work.

The almost universal use of Starrett Vernier Calipers by high-grade mechanics is a splendid example of the recognized merit of Starrett Tools.

The Starrett Vernier Caliper is a handsome, perfectly finished instrument which every machinist is proud to own. Its most important feature is the quality of its graduations. These are so sharp and well defined that readings to 1-1000 of an inch with the vernier may be made more rapidly and with more nearly absolute accuracy than with any other vernier.

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World's Greatest Toolmakers

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tool do you suppose your mechanic-customers would rather work with? Which tool do you suppose they would do the better work with? The answer is as easy as it is to sell

Reece's Screw Plates

and this is easy because of the splendid "talking-points" that are true of these plates. If you display them their appearance rivets attention and gives you a fine opening to tell your prospect that Reece's Screw Plates have all the advantages of a solid die without one of the disadvantages. The adjustment is simplicity itself and because the guide portion is **cast solid** with and is **a part of** the collet, it is impossible for the dies to loosen and cut cross-threads. This is a mighty good point.

Then, users of hand-threading tools will appreciate the fact that the dies can be reversed in the collet and used in a lathe or other machine. Reece's Screw Plates are the only ones, in which the dies are held in a collet, that allow this reversing of dies.

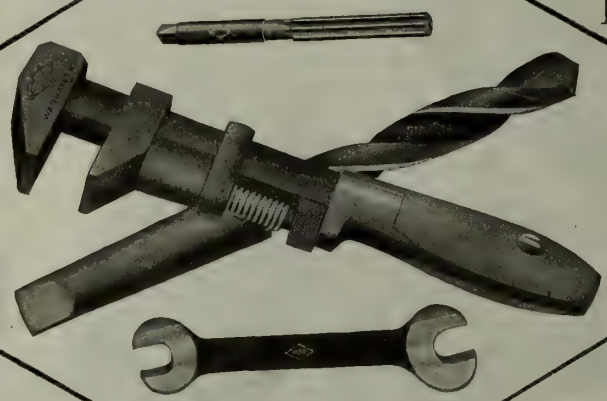
Put up in sets in stout wooden boxes which assist greatly in displaying the perfect workmanship of the tools. Write us for our proposition to Hardwaremen.

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WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

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Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montrea**

THOMAS TURNER & COMPANY

Suffolk Works, SHEFFIELD, England



Cutlers to His Majesty



Solicit the enquiries of Wholesale Jobbers for all kinds of
TABLE CUTLERY, POCKET CUTLERY,
RAZORS, SCISSORS, ELECTRO PLATE,
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Thomas Turner & Co. hold large stocks, ensuring prompt deliveries, and suggest that all German goods should now be replaced from the OLD COUNTRY.

Huron Stoves W Always Please

CHINOOK Steel Range

A moderate-sized Steel Range on nickel-plated base



Substantial and Economical

Has pouch feed, four nine-inch covers and two six-inch covers. Size of oven 16½ in. wide, 20 in. deep, 12 in. high. Heavy copper tank holds seven gallons. Suitable for medium-sized family.

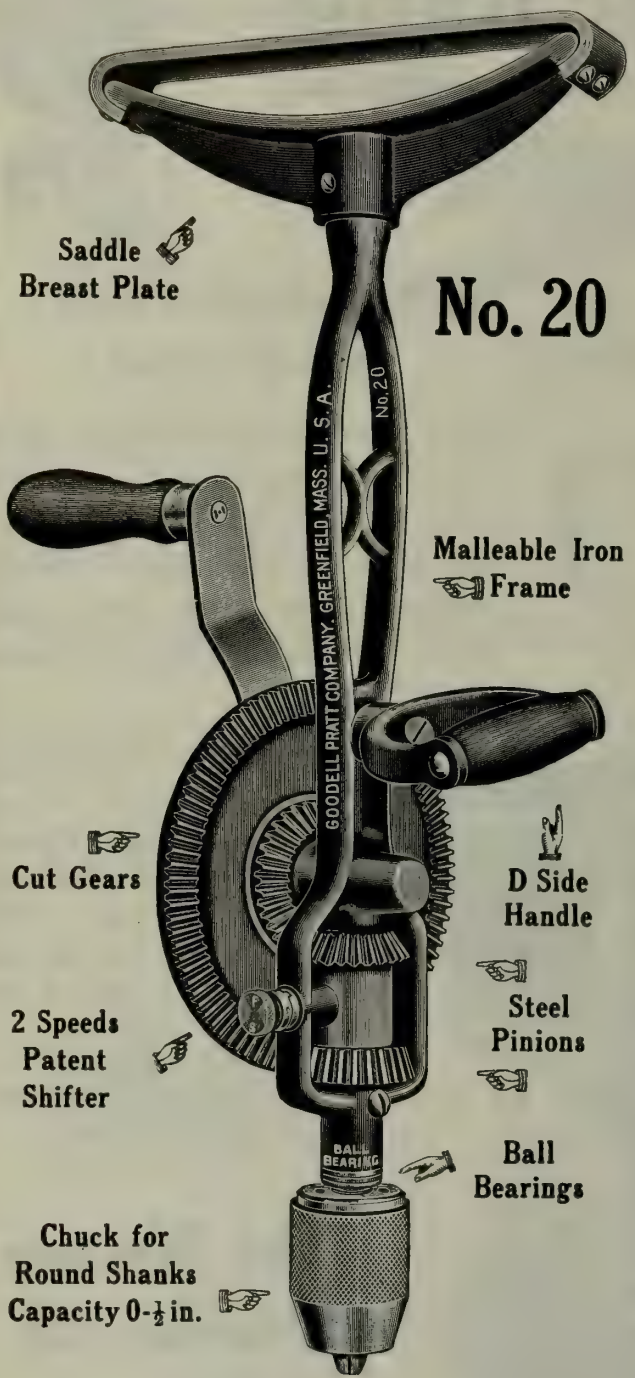
We use nothing but the best grade of pig iron for our castings, and employ expert workmanship. This accounts for the excellent finish of our goods.

Write for prices and full particulars.

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Wingham, Ont.

The Easy W Line to Sell

Goodell-Pratt's



Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

A well-filled Pocket Book

is a guarantee against hard times. Many persons of moderate income are increasing their salaries by representing us during their spare time. Our representatives are earning from five to thirty dollars a week during their off-time by taking new subscriptions and renewals for MacLean's Magazine and The Farmer's Magazine among their friends and acquaintances.

Let us show you how you can earn the extra money you need.

Write to-day to

The Agency Division

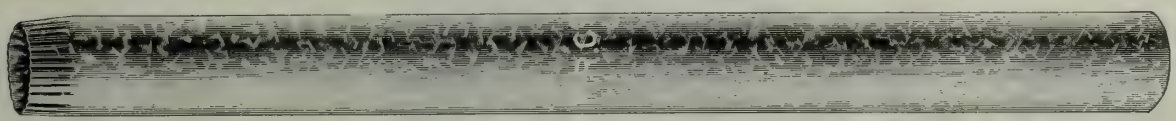
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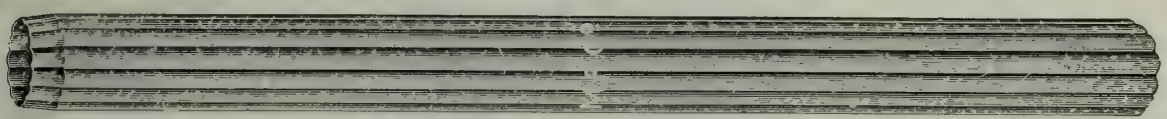


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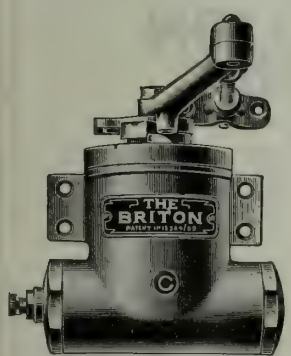
Plain, Round or Corrugated Conductor Pipe—Size 2, 3, 4, 5 and 6" diameter.



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Manufacturers

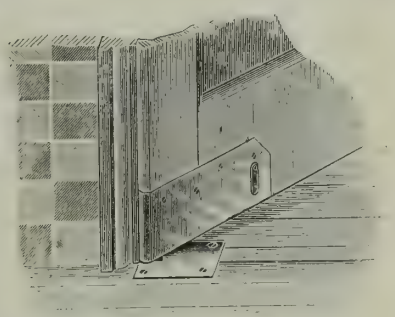
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The "BRITON" Door Check and Spring.



"ALBION" Floor Spring.



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WM. NEWMAN & SONS

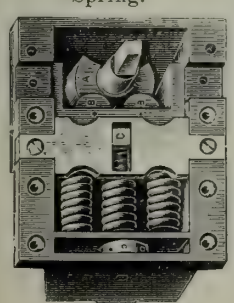
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Manufacturers of Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, etc.

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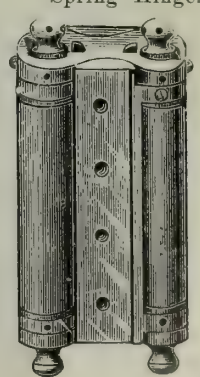
"Invincible" Floor Spring.





Rod Spring.

Regulating Spring Hinge.



ENQUIRIES to TEES & PERSSE, Calgary, Alta., or F. D. C. RICHARDS, 70 Lombard St., Toronto



EVERY DAY IS DUSTING DAY

MORE and more women are learning to dust the cleaner, easier, more sensible way, using

IOCO
LIQUID GLOSS

Dry dusting merely scatters the dust. A dust-cloth moistened with Ioco Liquid Gloss gathers up all the dirt, and leaves a clean, disinfected, and polished surface.

Ioco Liquid Gloss is needed almost daily in every household — we are pushing its popularity throughout the Dominion with extensive advertising in all the leading magazines.

Put up in convenient sizes—half-pint, pint, quart, half-gallon and five gallon lithographed tins; also in barrels and half barrels. For terms and prices, write

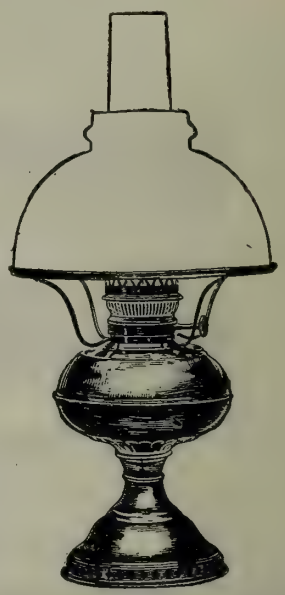
THE IMPERIAL OIL CO., Limited

TORONTO	MONTREAL	WINNIPEG	VANCOUVER
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FOR THE LONG WINTER EVENINGS

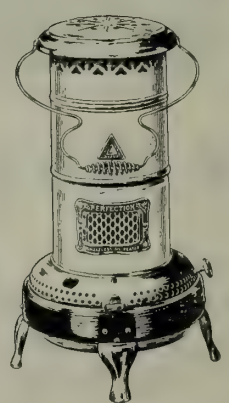
Lamp buyers come as soon as the days begin to shorten. Your stock isn't complete unless you carry the

Rayo
LAMP



Advertised for years throughout the Dominion. The Rayo is scientifically designed to mix oil and air and oil vapor in just the right proportions so as to be absolutely free from smoke or smell, and give the most possible light. Easy to light without removing chimney or shade. Solidly built, good-looking and durable.

PERFECTION
SMOKELESS
OIL HEATER



Your customers will be asking for them as soon as cold weather sets in, and the demand continues right through the winter. The Perfection is smokeless, odorless, and built to last. It is fully guaranteed.

Write now for catalogue of styles and prices.

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WHEN A WOMAN SHOPS

Put yourself in the position of the Woman who comes into your store and asks for an OAK Stove. What does she want? What does she expect?

An OAK stove with removable nickel trimming, which can all be lifted off and cleaned with the Silver-ware;—an OAK stove with Improved Duplex Grates, doing away with the dusty, dirty, shaking grates, which are usually a part of any small stove—an OAK Stove with heavy fire-pot, heavy steel and iron construction throughout and tastily finished in a plain "Mission" design—will not such a Stove appeal to a discriminating buyer every time? Have you seen the new GURNEY-OXFORD "130" series? This line should be on your floor.

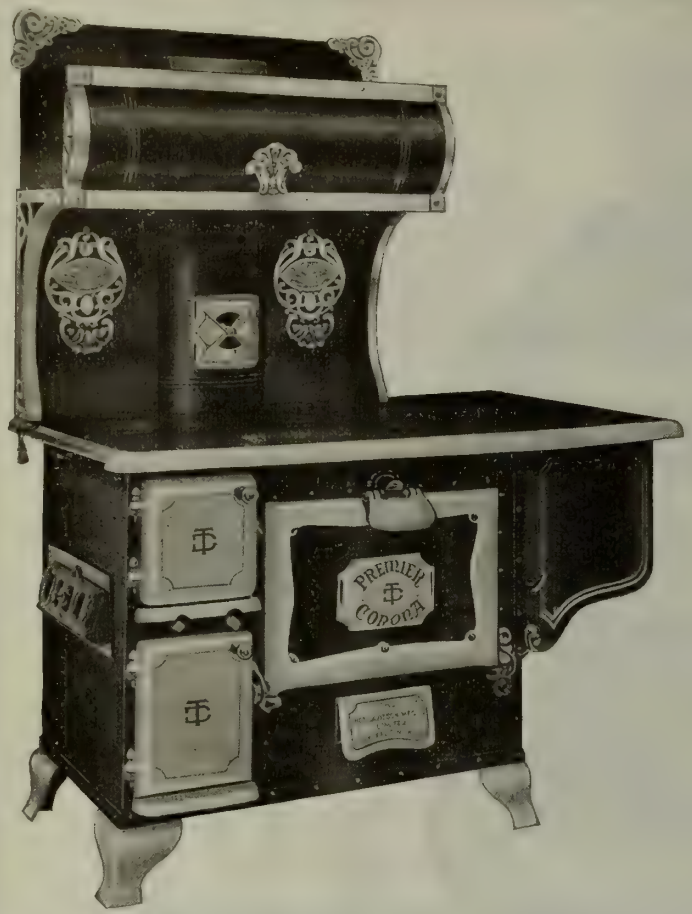
WE ARE IN A POSITION TO NAME LOWEST PRICES.

The Gurney Foundry Co., Limited

ESTABLISHED 1843

TORONTO GURNEY-OXFORD CANADA

"MADE IN CANADA"



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Premier Cordova

Is the Best Medium-Priced Steel Range on the Market.

This may sound like an extravagant statement, but we mean every word of it. We know it's true. Hundreds of housekeepers will endorse this statement.

The Premier Cordova is fully equipped—beautifully nickel trimmed, and has all the ear-marks and appearances of other ranges selling at double the price. In performance and household trials of all kinds its excellent qualities have repeatedly been demonstrated.

Write for leaflet and prices and we will arrange for our nearest traveller to call.

The Thos. Davidson Mfg. Co.

Limited

Montreal Winnipeg Toronto

You can wheel the biggest stove around in a jiffy

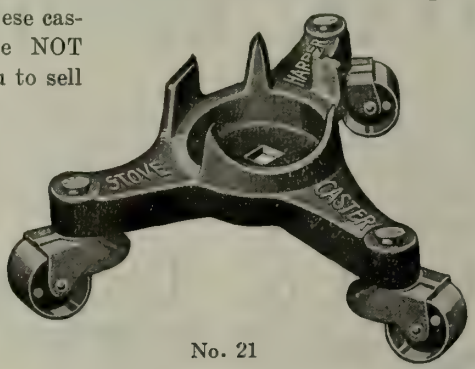
to where the customer can best see it if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight.

Remember these castertrucks are NOT made for you to sell —they are for you to use, and to increase stove sales.

They will last you indefinitely.



No. 21

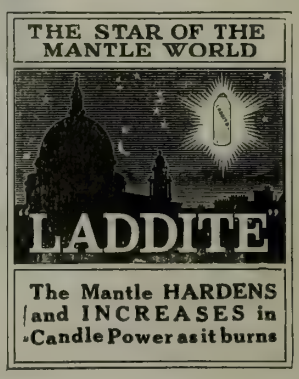
Chicago Hardware Foundry Co.

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Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Medal Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and light-houses.



Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

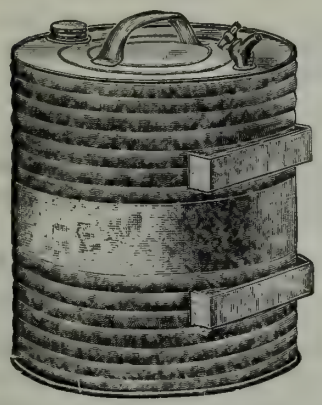
Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.

LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

The Coal Oil Can That Lies Down



Stand it up and pour 5 gallons of oil into it.

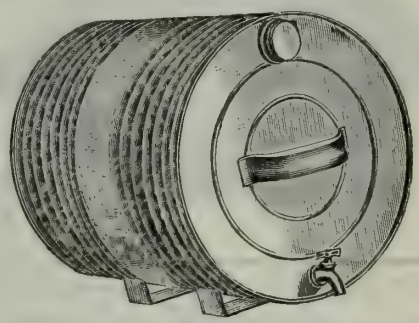
—Just like a barrel—turn the tap and get your oil. Your hands stay clean—because you don't have to touch the can at all.

—The oil runs out quickly and evenly, and you get exactly what you want, without spilling a drop or getting all mussed up.

HANDY OIL CANS
are household helps

"HANDY" Oil Cans are galvanized, and, of course, do not rust.
"HANDY" Oil Cans are tested—every one—and do not leak.
"HANDY" Oil Can Taps are brass, and have a leather washer which can be renewed
"HANDY" Oil Cans are shipped three in a wooden crate.
"HANDY" Oil Cans should be on your next order.

E. T. Wright Co., Ltd.
HAMILTON, CANADA



Lay it down and have a 5-gallon "Handy" oil supply by simply turning the tap.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

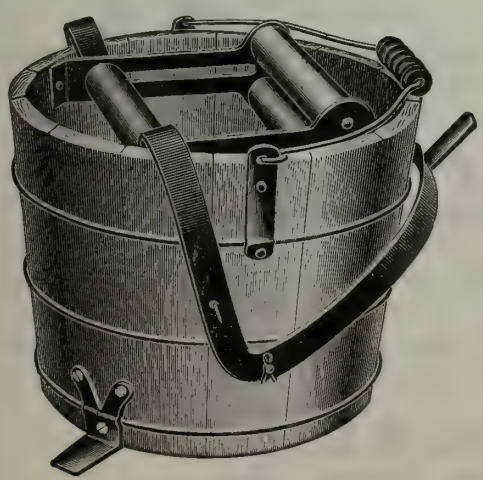
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Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

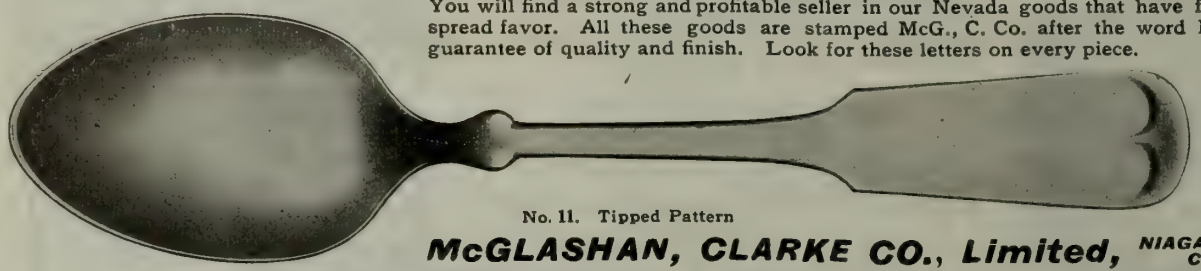
The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found widespread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

Prompt Shipment? Yes that is where we shine, try a trial order and convince yourself.

Eavestrough, conductor pipe, elbows, ridge roll, valleys, skylights, ventilators, and **CORRUGATED IRON**

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

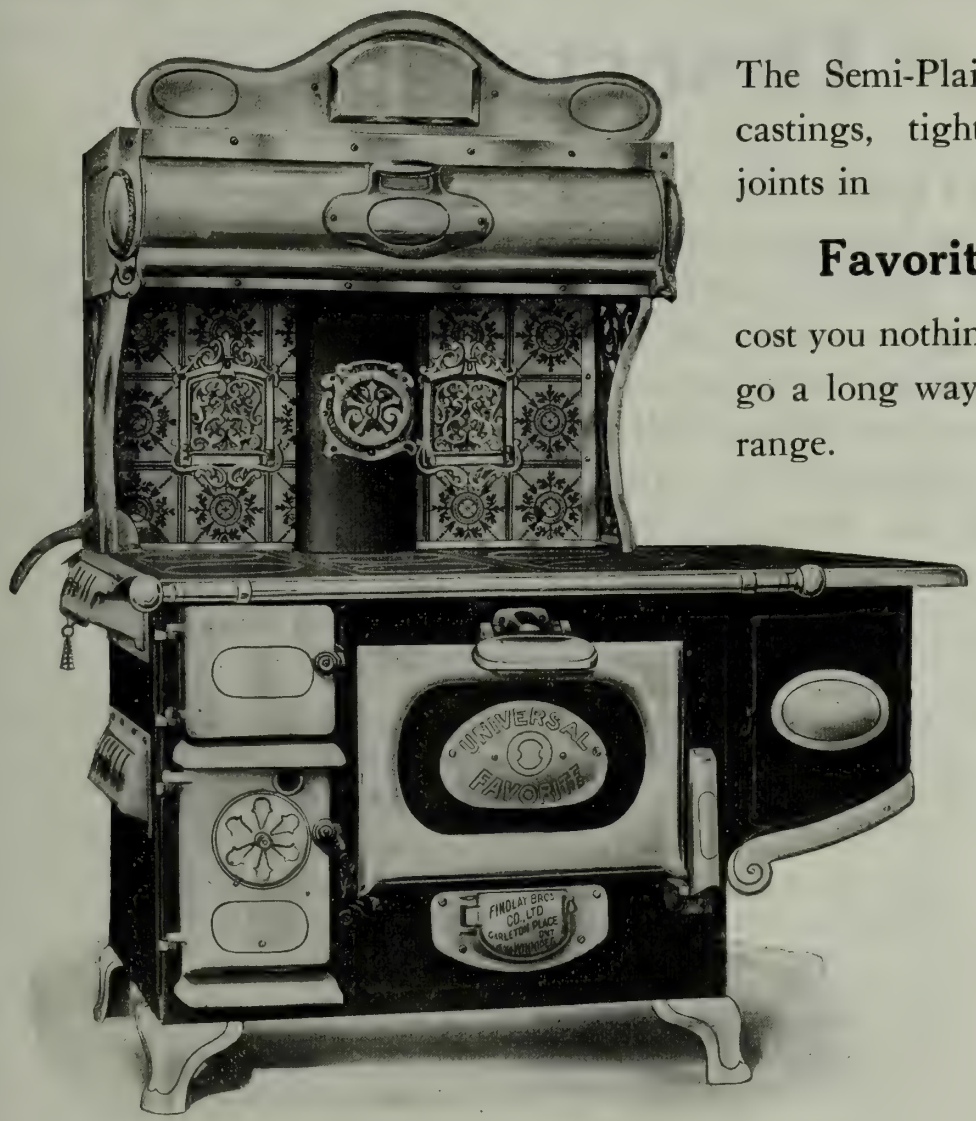


Stanley Tools

With every assortment of "JERSEY" VISES, a stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales. **Send for special Vise circular which contains complete description of all styles made.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The sale of a **UNIVERSAL FAVORITE** is more profitable and more satisfactory than the sale of a half - dozen cheap ranges.



The Semi-Plain design, smooth castings, tight and well-fitted joints in

Favorite Ranges

cost you nothing, but these points go a long way towards selling a range.

The sale of a Universal Favorite means the sure sale of a number of others in a neighborhood. If you are not now handling the Universal, ORDER A SAMPLE and watch results.

Our new Catalogue, which will be issued to the Trade in about 10 days, will show a most complete line of Stoves and Ranges at prices to suit every purse.

FINDLAY BROS. COMPANY, LIMITED Carleton Place, Ont. and Winnipeg

Wholesale Agents: REVILLON WHOLESALE LTD., EDMONTON, ALTA.

Deserters

ARTEMUS WARD, the famous American humorist, whose humor sometimes was a lance-thrust, once said that he was willing to sacrifice all his first wife's relations on the altar of his country. Many a man has been willing to let others do his fighting for him—willing, also, to share the rewards of peace and victory. Men of this type belong to the deserter class.

In Canada are hundreds of business firms striving with all their might to make better times for themselves and their communities. To them all honor.

But there are other firms—manufacturers, wholesalers and retailers—who are "standing pat," "playing safe," doing absolutely nothing to build up business. They are mere lookers on, not participants in the valorous struggle of their brethren to maintain and establish good times.

Look about you and you will find in the advertising columns of this and other newspapers many messages from firms with a sturdy confidence in the future.

Lifter or Leaner—which are you?

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, SEPTEMBER 26, 1914. No. 39

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President — H. T. HUNTER, General Manager

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HARDWARE AND METAL

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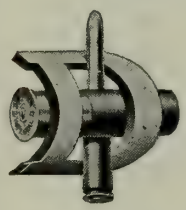
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It is impossible to have everything in your store "Made in Canada"

It is only natural that every purchaser wants maximum value for his money. Most people, prompted by a patriotic spirit, will give preference to goods made in Canada, "other things being equal." In certain cases imported goods are more attractive either in price or quality than the domestic article.
Dominion Ammunition—the only entirely Canadian - made ammunition—is a superior product whose price is not determined by import duties.



Dominion Cartridge Co., Ltd.

MONTREAL



The Substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

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"QUEEN'S" HEAD WEAR

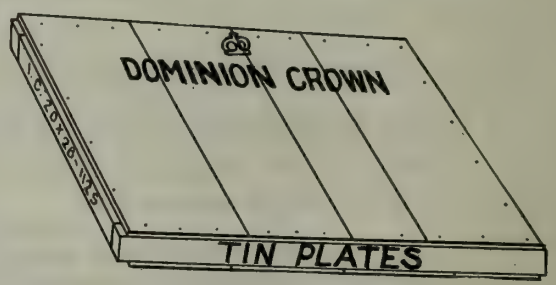
or

"QUEEN'S" HEAD SATISFACTION

John Lysaght, Limited — Makers — Bristol, Newport and Montreal

A. C. Leslie & Co., Limited — MONTREAL — Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI. SEPTEMBER 26, 1914 No. 39

Good Business in Agricultural Districts

Letters from Retail Hardwaremen Indicate That Conditions in the Agricultural Districts Are Sound and Fall Business Should be Good.

THAT the retail hardware business in the agricultural districts of Canada is not greatly affected by the war is clearly evidenced by recent reports from retail hardware merchants whose trade is gathered largely from agriculturists. Agriculture is the basic industry of Canada, and when business conditions in the agricultural communities are sound there is every reason for optimism. The following extracts from letters received by Hardware and Metal from retail hardware merchants located in agricultural districts are particularly interesting at the present time:

J. R. Hambly, Hardware Merchant at Barrie, Ont.

"I might say business has been somewhat quieter than usual for the past two months, but cannot think the war has had very much to do with it. You are aware, no doubt, our town cannot be looked upon as a manufacturing town, but more of a residential place on account of its location on the water. Perhaps there are very few towns in Ontario that have as large an agricultural trade as we have here, as we have no town of any size within twenty-five miles.

"I have to admit there is a scarcity of money, but this is easily accounted for when we take into consideration the enormous amount of money that is tied up in city and western property. I think I am safe in saying that from 75 to 85 per cent. of the farmers I am sufficiently acquainted with to talk over other matters outside of business affairs are interested in land, principally in Western towns, and in many cases have made one or two payments and on account of the disastrous slump, have discontinued their payments, in some cases, for want of cash. Then some are keeping up their payments, thus taking all their surplus money. However, from present indications, I have reasons to believe trade will be good this fall and winter.

"The farmers are getting handsome prices for everything they produce, and they all seem to be looking forward to better times. From a business standpoint we are looking forward to a good fall trade.

"During the slack time I have been urging payments of accounts, and find the farmers in nearly every case come in and promise to meet their accounts in a few weeks or in some cases by the 1st of November, all claiming they have stock to turn into cash, or that they are going to market their wheat at as early a date as possible.

"I have never had as many inquiries for furnaces in the rural district at this season of the year as I have had in the past few weeks. I am pleased to be able to inform you that I have closed six or eight contracts for furnaces this month, and have had three or four inquiries this last few days for an estimate to install furnaces in farm houses. This is an assurance they expect to have cash, otherwise they would not be inquiring for furnaces.

"Personally I am looking forward for greater things, and believe 1915 will be a banner year for business.

"Yours truly,

"J. R. HAMBLY."

THE BULL-DOG STRAIN.

The bull-dog is typical of the British race—men fearless in attack, grim and determined, tenacious, invincible. We in Canada are proud of the bull-dog strain in us—that quality of blood and heart that makes us dauntless and masterful. The bull-dog strain shows in us and others in times of peril and menace.

Everywhere in Canada manufacturers, wholesalers and retailers of the bull-dog breed are answering the challenges of war—the challenges of trade disturbance and business opportunity. The identity of some of these valiant-hearted merchants and manufacturers is revealed in the advertising columns of this and other newspapers, for advertisements are expressions of courage, tenacity, and mastery.

Bull-dog blood shows itself and its quality in fighting.

Campbell's Hardware, Mitchell, Ont.

F. A. Moses, proprietor:—"Business so far this year shows an increase over last year, with the exception of the month of July. August more than made up for the decrease in July. I cannot see why future business will not be as good as in other years; in fact, it should be better. The farmers are getting better prices for everything they produce. When the farmer has money the merchant should find business good.

"Yours truly,

"FRED A. MOSES."

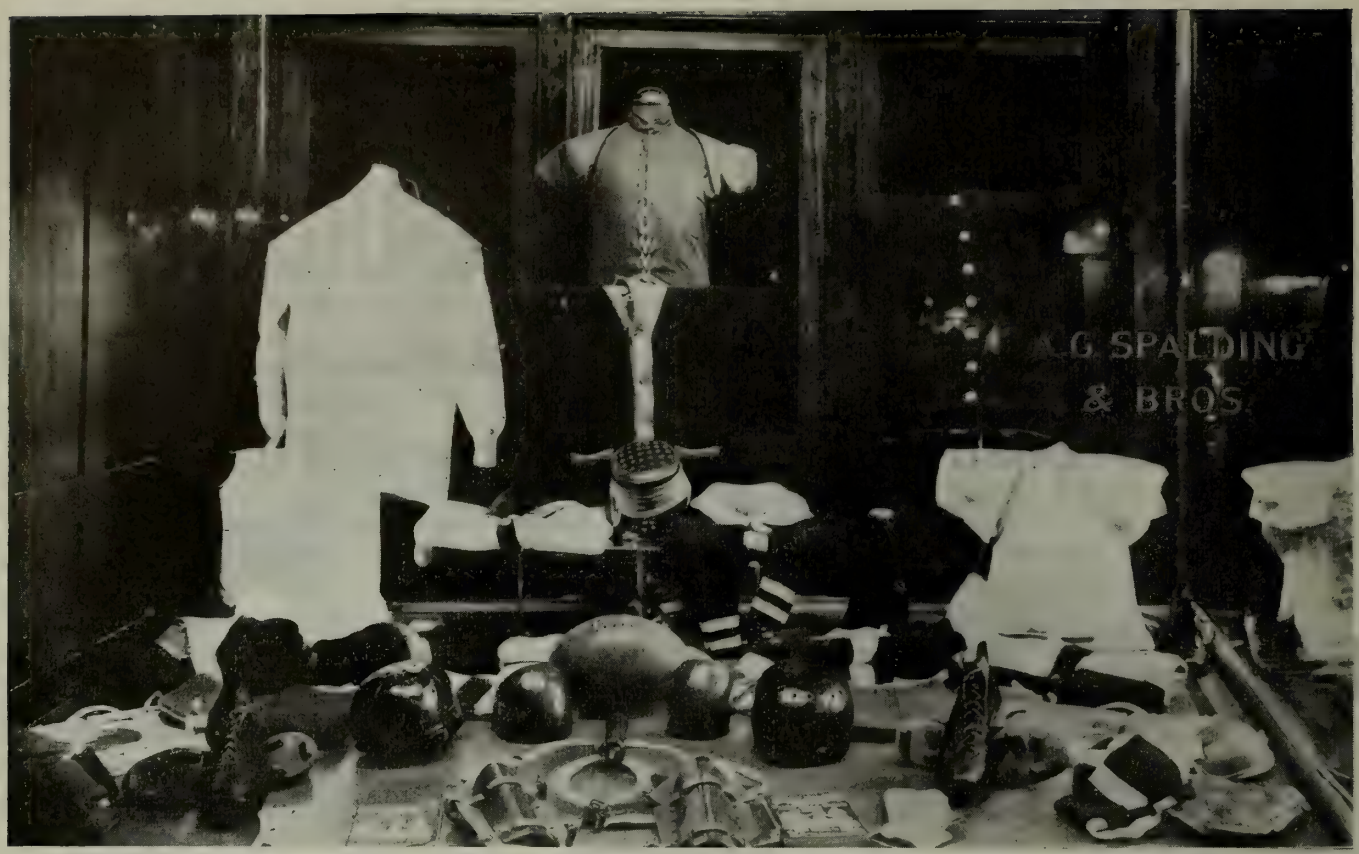
Aiken Bros., Allenford, Ont.

"We consider that business with farmers should be better this year than for some years past. The crops have been good; hay is light; but the quantity of roots and corn growing this year should more than offset the shortage in hay. Prices in all lines the farmer has to sell are the highest in years. Business was slow during August, but it is picking up now. The cry of hard times and tight money has caused the farmer to draw up on the purse strings more than there is any need for, but we think there will be a gradual relaxation.

"Yours truly,

"AIKEN BROS."

(Per A. H. Aiken.)



A Different Athlelic Goods Window Display showing the front of the new Spalding Store at Montreal which is finished in mahogany and is dressed in quiet taste in keeping with the interior where there are ten thousand dollars' worth of fixtures and the floor space is only fourteen feet wide. Note the absence of fixtures the goods being arranged on the floor of the window with the exception of the sweaters at the back. This is a football window and only football goods are shown.

Mahogany and Plate Glass to Show Athletic Goods

Ten Thousand Dollars' Worth of Fixtures in Fourteen Foot Spalding Store in Montreal—Has Appearance of High Class Men's Furnishing Store—Window Dressed in Quiet Taste and Only One Line Shown at a Time.

IF the goods were removed from the glass wall fixtures and the silent salesmen of the new Spalding store in Montreal, one would be able to speculate as to whether the establishment was intended for a high-class men's furnishing store or drug store—and there would be several other guesses before one would suggest a sporting goods (or to be more correct, athletic goods) emporium. Such is the effect of ten thousand dollars' worth of plate glass and mahogany fixtures in a store with a fourteen-foot front.

And the manner of handling the line of goods which this firm offers, and which includes all the modern paraphernalia of athletics of the field or gymnasium does not in any way detract from the quiet elegance of the whole store interior. One cannot help but think of the high-class haberdashery establishment from the way in which the goods are displayed. Practically everything is under or behind plate glass, and where larger articles are shown in the open they are neatly arranged on special racks; everything that can be done is for the effect of quiet elegance in keeping with the high-class fixtures.

The Spalding Company has been established in Montreal for some years in the lower business section, and the move to the new establishment on St. Catherine Street is for the purpose of getting a bigger share of the high-class retail trade—and everything that can be accomplished by the use of modern equipment has been done to make the store attractive to the customer. It is such a store as to make shopping convenient and attractive to ladies as well as gentlemen.

The new store is in the best retail section of the city, and it solves to a large extent the problem of getting value for the high rents which are charged here—although only fourteen feet wide, it has a depth of 125 feet, going right to the back of the property. On the two floors above the company has double the ground floor space. On the first floor is carried the reserve stock, from which the Canadian trade is supplied to a large extent, while on the second floor knitting machinery has been installed for the manufacture of sweaters and sweater coats, of which the firm makes a specialty.

Sport Goods in Glass Cases.

On the left on entering the store is a long row of silent salesmen of plate glass and solid mahogany with marble base. These cases are not deep, and with plate glass shelves they provide a very high-class medium for the display of the smaller goods. Here are to be found baseball gloves, mitts, masks, balls, etc., arranged with the utmost taste. In other cases are the articles and goods required for the bowler, the hockeyist, the

cricketer, the football player, etc., and emphasized in each instance is the good taste of the arrangement.

Sweaters and Clothing Behind Glass.

To the left down the whole side of the store are handsome wall fixtures of mahogany and with sliding glass fronts. Here are displayed sweaters and sweater coats, of which the firm make a specialty and do their own manufacturing, both in standard lines and to special order; also field and gymnasium athletic clothing and uniforms. Between the cabinets, where there is a pillar, is a mirror, and alongside has been arranged a small space for keeping goods which may be called for. Further down is a small fitting cabinet for the use of customers wishing to try on garments purchased.

New Style Tennis Fixtures.

On the right are more of the wall cabinets with glass fronts, the first three of which are devoted to tennis racquets and a fourth to cricket clubs. The fixtures used in these cabinets are unique and very serviceable. Turned wood pegs are attached to the wall with ridges on them, and on these racquets are hung. On each bracket there is accommodation for half a dozen or so, and the knobs or ridges prevent them from coming in contact. The cricket bats are similarly handled.

In cabinets further down on this side are kept hockey sticks, polo clubs and other like lines while between is an open area where are kept the stocks of skis, toboggans and other larger articles.

Shoe Department at Rear.

At the rear there is a wider department which extends behind the companion store and here the shoes are kept. Along one wall there are also special cabinets for the display of golf clubs, of which the firm makes a specialty.

Above this department is accommodation for the office which is raised from the floor thus not occupying any ground space. This is permitted by an unusually high ceiling.

Throughout the splendid fixtures there is a splendid lighting which gives a fine display after dark.

A Different Window.

The window which is shown in connection with this article is in keeping with the interior. Finished in mahogany there is never a gaudy display and few fixtures are used. The idea of the Spalding window is to show one line at a time and not to crowd too much before the public.

The window shown is an excellent one for September. It contains football paraphernalia of every description at a time when thoughts are turning in the direction of the gridiron and the whole display is arranged in excellent taste.

Urge the Farmers to Settle Up

THIS is the harvest season for the farmer in more than one sense—he should be reaping not only crops but profits as well.

Here is something for the retailer to give his attention to, for the harvest of the farmer and the sale of the crops bears a direct relation to the amount outstanding on his books. The retailer can be a considerable influence in getting the farmer to sell his grain and settle his obligations, if he will put out his accounts and put on a little pressure to get what is legitimately due to him.

We believe that there is a tendency on the part of the farmer under the present war conditions to hold his grain, stock and other farm produce in the hope that prices may go still higher. On this point there are two opinions. The sales-manager of one of the largest of the Canadian milling concerns makes the statement that he does not see that the boosting of the prices has been largely due to speculative interests,—and this includes the farmer as well as the grain broker,—holding out for higher prices. He can see no economic reason for the present high prices of grain and predicts that the future will see lower rather than higher quotations in the face of the developments in the European situation. If this is the case, and there appears to be considerable common-sense behind the contention, the retailer can do both himself and the farmer a good turn by pressing for the settlement of his book accounts.

If we take it, on the other hand, that wheat may go even five cents higher than it is at present, the farmer should not overlook the fact that he owes a duty to the merchant to pay his legitimate debts. We are inclined to wonder whether the agriculturist who holds his grain for a higher market in a time like this, and who is really gambling with future developments, takes into consideration the fact that when he does so without paying his debts he is really gambling with the money of the merchant. If he wants to take a chance on the market going higher at a time when there appears to be some good reasons why the action may be in the other direction, it would only be justice to the merchant who has carried him along if he would first sell enough of his production to settle his bills, and then hold the balance if he feels so inclined—in other words that he should take a chance with his own money rather than that which legitimately belongs to the merchant.

Collect Rather Than Borrow.

There are many of the retailers who will be heard bemoaning the fact that they cannot get credit at the banks as they used to do and also that the jobbers and wholesalers will not extend them a line for everything they need. Would it not be better for some of those who are inclined to sit down and be discouraged with the financial outlook to get busy with their accounts and get their share of the money which that crop that his customer is holding is worth and to which he is justly entitled? By collecting this money he is not only doing a good thing for himself, but he is putting money into circulation that will be a great benefit to the trade in general.

Canada should get considerable benefit from the present high prices for she is firstly and essentially an agricultural country and therefore in a position not only to supply herself, but to take a prominent place in supplying the world markets. Every cent a bushel that grain advances in price beyond a certain figure has a significance greater than a mere comparison with the total price. To explain. Supposing—and it has been figured thus—that it costs about 65c a bushel to grow wheat in Western Canada and the market is 85c. Deducting 12c freight we find a net profit of 8c the bushel or about 12%. On the other hand with the price at $1.10 the profit is 33c the bushel or on the same cost of production 33%. It is when farming is considered on a business basis and cost of production is carefully estimated that the advantages to Canada of the present war prices can be appreciated.

HARDWARE AND METAL

VOL. XXVI. No. 39 Toronto, Canada, September 26, 1914 Two Dollars per Year

Sad, But True

LAST winter, a Canadian retail hardwareman—one of the few not taking a trade paper of any kind—became obsessed with the idea that he had struck upon a good thing. He told his friends that he was working on a new article which when completed and placed on the market would revolutionize things in the way of doing a certain disagreeable household chore. After working industrially night after night for many weeks he completed the article which he thought would make for him a small fortune. He applied for patents, and then announced to his friends that he had invented a truly wonderful ash-sifter, one that would do wonderful work. All you had to do was to dump the ashes, etc., into a hopper, turn the crank and the good coal would fall into a coal hod while the ashes would fall into an ash receptacle. The ash-sifter was certainly a good one, but—lo and behold—this retailer found out to his sorrow and embarrassment, and to the immense amusement of his friends, that after all his labor and nights of study he had made an article which had been on the market for three or four years and which had been featured time and time again in various hardware trade papers—in fact two or three of the residents in his town had purchased sifters almost identically the same in construction from a department store at Toronto. Needless to say he did not secure patents on his wonderful? invention. This is a sad story, but nevertheless true, and there must be a moral. Think of the nights of labor and the time wasted in trying to invent something which was well established on the market. Think of the lack of business knowledge displayed. If the man had been a subscriber to and a reader of a good trade paper the chances are he would have been selling the ash-sifter three years ago and made a large share of profits by this time. Business knowledge was never so cheap or so priceless as it is to-day. Business men are exchanging information frankly, and freely giving and taking from the common store. The "hows and whys" of buying, selling, manufacturing, advertising, the rights and wrongs of credits, collections, customer-service, finance, management, the service of showing new goods are now within the reach of any individual who has common-sense and a real desire to know. A good trade paper is full of them. These new ideas are the heart-beats of business. Not to know and use them means more than the neglect of so many opportunities, it means declines. Knowledge sets the pace. Do not be like the would-be inventor of the wonderful new-old ash-sifter.

Tax on Gasoline

CANADIAN hardwaremen will watch with interest the action of United States Congress regarding the proposed tax of two cents per gallon on gasoline. For purposes of the Federal Government one hundred million dollars additional revenue is required and it is proposed to place an extra tax required and it is proposed to place an extra tax on gasoline and tobacco products. Congressional leaders have estimated that the proposed tax of two cents per gallon on gasoline would net annually the sum of twenty million dollars to the Federal Treasury. Vigorous opposition in the oil trades and auto circles is developing. The oil trade interests assert that Congress will force an advance in the price to the users of gasoline which will cost the operators of commercial vehicles throughout the nation, aside from those who own and operate pleasure motor vehicles, a considerable sum of money. They contend that if the determination of Congress to place a tax on gasoline is definitely fixed, at least some modification, such as exempting the users of gasoline for commercial purposes, from the payment of taxes on the quantity required for such operations should be adopted. At a recent meeting of the Motor Truck Club of America it appeared from the remarks that the proposition of a tax of two cents per gallon on gasoline used in motor trucks would operate as a serious discouragement to the extension of motorized traffic, whereas taxing gasoline used merely for pleasure cars would not operate as seriously, since ordinary use of automobiles comes within the range of luxury?

It was estimated by the club's statistical department that on the ordinary motor truck the taxation would be not less than 15 cents per day or a matter of forty-five dollars per year. It was stated that the whole country is interested in furthering the use of motorized traffic because it means better and more efficient service for the public. In England, where there is a tax on gasoline, it is made only half as much on motor trucks as on pleasure cars.

There is no tax on gasoline in Canada.

Hand Forging Defined

THE term "hand forged," as applied to the blades of articles of cutlery has been the cause of many protracted controversies in various parts of the world, and more particularly in Sheffield, England. It is hoped that they have been brought to a conclusion by the adoption of a definition of the term by both makers and operatives at Sheffield.

The actual wording of the adopted definition was arranged at a conference consisting of committees of the Cutlers' Company (assisted by two technical advisers), the Sheffield Cutlery Council, and the Sheffield Federated Trades Council. Their decision only awaits formal ratification by the Cutlers' Company, for the approval of the workmen has been secured already. The resolution of the Conference was as follows:

> In future no blade or part of any article of cutlery shall be entitled to be described or marked "hand-forged" unless it is shaped, fashioned, wrought, or forged solely by hand from a flat rod or string of steel, or one which is bevelled with a round or square back and flat sides by hammering, which must be done entirely and exclusively with a hand hammer or hammers wielded by one or more men with the aid of the customary tools of the forger.

The Ironmonger says:

"It was agreed that this resolution should be brought before the respective bodies who had appointed the committees to consider it, and so soon as it had been approved by all three of these bodies it should be published in the newspapers and communicated to the Admiralty, the War Office, the India Office, the Colonial Office, the Post Office, and the Crown Agents for the Colonies. It was also agreed that the Company be recommended to print the resolution and circulate it as may be deemed advisable."

The subject has been discussed at meetings over and over again by the representatives of all concerned, and manufacturers and men are equally keen on settling the question. It is understood that the new term will be recognized for the future throughout the trade.

City Ideas in Country Stores

A DEPARTMENT store located in a city which is surrounded by a splendid agricultural district, draws a fine trade from the farming sections round about because the manager of the store pays as much attention to keeping country customers informed about what is going on in the store as he does to keeping city customers posted.

This merchant values his country patronage and considers it worth a good deal of effort and attention. He says it is a mistake to think that country customers are either small buyers or seekers after cheap goods. Many of them still cling to the week-end buying habit and have a keen eye for such legitimate bargains as occur in the majority of stores through stock moving, but on the other hand he finds that they are attracted even more by the regular arrival of new merchandise. He endeavors to make his store appeal to them as a place where they will find the latest in new goods and where something is always happening in merchandise. We hear a great deal about the handicaps suffered by small retailers, especially country merchants in competition with city stores and mail-order houses. Perhaps the chief difficulty is that customers of the average country store have never been taught to watch it as a place where something interesting in merchandise may happen at any time. The country merchant then gets in new goods every week or two, but his customers usually have to discover for themselves what is new, because the merchant does not feature or advertise the new lines. From time to time the country merchant could gather up dead ends of merchandise and close them out at reduced prices—turning them into money or fresh stock—just as the city stores do. Unfortunately, such sales are few in the country. Successful city stores use merchandise as an attraction—as news. They draw customers because everybody is interested in seeing what is new and novel in merchandise. The country merchant may not be able to compete in size and range of stock. But what he has he can—if he will—show to better advantage, and he can teach his customers that on one or more days of the week, if they visit his store, they find new goods worth seeing, placed where they can be seen, priced in plain figures as well as find other lines at bargain prices. Every country store can use city methods on a small scale—and it is common mercantile experience that they pay wherever they are used intelligently.

Editorial Briefs

YOU DON'T have to wait for opportunities to come along. You can make them.

* * *

"SAFETY FIRST" is a good watchword for a merchant who sells goods on credit.

* * *

INVESTIGATE the advertising pages of this number. They present new opportunities to you.

* * *

ADVERTISING IS THE greatest discoverer of new customers and the greatest retainer of old ones.

* * *

WHAT IS WANTED among the public is a little more confidence talk on the future of the nation.

* * *

FARMERS ARE getting high prices for their food products and should be able to settle with the retailer.

* * *

FARM TRADE is the back-bone of the average hardwareman's business. He should cultivate it in every way.

* * *

THE OBJECT of advertising is to tell the public about your goods. The merchant who tells the most about his goods will be the most successful advertiser.

* * *

THE COMMERCIAL traveler is generally a mine of information in his particular line. As a rule he is a "jolly good fellow," and it doesn't require much pressing to get him to give valuable suggestions. Just ask him a few questions. He will be only too glad to assist you.

How the War Affects the Fur Trade

Hard to Predict the Future in Furs—One Large Dealer Says He Will Continue to Buy at Market Prices During the Coming Season—An Extensive Industry.

MANY trappers, hardwaremen and fur dealers are wondering what effect the war will have on the fur trade. London, England, and Leipzig, Germany, have been the greatest fur centres of the world. The countries in which these cities are located are both at war. Russia, a country which is a great producer, purchaser and user of furs is also involved in the titanic struggle now going on. France, the fashion centre of the world, is also in a state of war. The trade this year is facing an unprecedented situation. There are the usual number of pessimists who state that the fur trade will become dormant and trappers will not secure sufficient returns for raw furs to pay for the time expended in securing them. While a few take this view there are others (and large firms too) who state that they will be in the market to purchase all furs at their market value, and as the manager of one of the largest raw-fur purchasing houses says, "We expect that the prices we will be able to pay will be sufficiently high to repay the trapper for his work and labor in securing the valuable fur-bearing animals. The price of course will have to be determined from time to time as the situation changes and as events occur which have a bearing upon both the European and American markets."

Canada is a big fur producing country as the following figures will indicate:

In 1913 Canada exported dressed furs to the value of $15,306, and raw furs to the value of $5,150,833, making a grand total of furs exported from Canada during that year of $5,166,139, according to the report of the Department of Trade and Commerce of Canada.

When you take into consideration also that during the nine months ending March 31st, 1913, according to official reports compiled for "The Fur Trade Review," there was exported from the United States raw and dressed furs of the value of $14,834,427, and at a conservative estimate, there was an additional $2,000,000 worth of furs exported during the following three months, it makes a grand total of raw and dressed furs exported from America during the year 1913 of the value of over $22,000,000. Then when you stop to realize that the European market for a large majority of these furs has been closed, and that this vast sum represents only about 65 per cent. of the value of all the furs caught in the United States and Canada during that year, that furs of the value of several million dollars are stored in London and Leipzig, these facts taken in connection with the unsettled financial conditions throughout the world, it will give a faint idea of the fur situation as it is to-day.

On the other hand during the same period there was imported into Canada raw and manufactured furs to the value of $1,326,965, and during the same nine months before mentioned, there was imported into the United States, raw and dressed furs of the value of $17,901,569 and during the succeeding three months there was an additional $1,500,000 worth of raw and dressed furs imported into the United States, making a grand total for the year 1913, of over $20,500,000 worth of furs imported into the United States and Canada.

The stock of imported furs in America to-day is rather low, and if the war continues for any great length of time, these stocks will be gradually absorbed in the regular course of trade with but small imports to replace them, so that manufacturers will be forced to feature and use a larger number of American caught furs.

A recent report issued by a large fur house says:

"About 85 per cent. of certain kinds of furs caught in America have been yearly exported to Europe, so that we may look for a rather heavy decline in price on these items, while some of the other varieties of furs which have been more largely absorbed by American manufacturers, will more nearly hold their own. It is not merely a question of having the European market cut off during the coming season, for even if peace should be declared within the next few months, the countries would be impoverished financially, all trade channels be disorganized, and it would require several years before trade with the countries who are now at war would assume normal proportions. In the meantime large quantities of fur would be trapped throughout the United States and Canada and large stocks would undoubtedly be accumulated in the hands of the dealers, making it a great problem for the dealers to find a market where they will be able to dispose of their furs and obtain their money. In addition to this proposition it can readily be seen that if the war continues for several years as some experts believe, that the market for the sale of these furs will be further curtailed, enormous stocks will be left in the hands of the dealers, and the situation become more and more complicated as time passes by.

"Many furs have heretofore been shipped to Leipzig and Paris to be dressed and dyed and are then re-imported to the Unite States and Canada. Many of the dyes for use in America have been imported from Germany, and on furs on this class should the war continue for any length of time there is bound to be a shortage both of dyed furs and also of dye stuffs to dye the furs in America, therefore it would not be surprising if a larger percentage of furs would be manufactured and used in their natural state.

"We also have to consider the fact that furs are a semi-luxury, and when people are out of work and finances are unsettled, the sale of fur garments by the retailer is bound to be reduced, as the public will use their money to buy necessities rather than luxuries in times of financial depression."

No matter what the future may bring to the fur trade—and the outlook is at present uncertain—it is claimed by those in close touch with the trade that furs in the marketable state being offered by the trade for the coming season are cheaper than they have been for some years. The coming season was clearly defined before the declaration of war in Europe. As for next year nothing is definite and the situation will not taken shape until the holding of the January sales in London. It is generally felt that during the coming winter there will undoubtedly be a considerable call for the cheaper lines of furs. Looking a year ahead, the situation is very clouded and anything like a definite forecast is little better than guessing.

SHIPMENTS FROM ENGLAND.

Geo. A. Marshall, 70 Lombard street, Toronto, representing several Sheffield manufacturers informed Hardware and Metal that there appears to be some misapprehension among the trade relative to shipments from England. Mr. Marshall says that no real difficulty at present is being experienced in obtaining necessary supplies from Sheffield, and that buyers who are in a position to order should do so without further delay to avoid the inevitable advance in prices. Mr. Marshall who is in close communication with Sheffield cutlery houses, says that shipments of cutlery to him are being despatched promptly.

A Statement From a Farmer

THE following communication has been reprinted from an American farm journal. A farmer who secured his start in life through credit extended by the local merchant was lured into the habit of sending his money to the mail order houses. He now regrets his action in neglecting the local merchant, and incidentally his own interests. Mail order houses have secured a much firmer foothold in the United States than they have in Canada. Their influence in this country is growing rapidly and retailers have to constanly guard against this class of competition. Although the old fallacy that goods can be bought out of town cheaper has long ago exploded there are still thousands of people, espccially farmers, who send their money to the mail order houses, thus depreciating the value and importance of the Home Community. Hardwaremen should tear out this page and paste it up in a prominent place where farmers can read it.—Editor.

EDITOR, Farm Journal: We farmers need awakening to the fact that we have unmistakably reached the period where we must think and plan. I am one of the slow German farmers that had to be shown, and I am now giving my experience that others may profit, for knowledge at the school of experience is more expensive now than ten years ago.

Twenty-nine years ago I began my farm career. I had an old team and fifty dollars. Our furniture was mostly home-made—chairs, cupboards and lounge made from drygoods boxes, neatly covered with ten-cent cretonne by my girl wife. We rented eighty acres. Being a boy of good habits I got all needed machinery and groceries of our home merchants on credit, until fall crops were sold. The first year was a wet season and I didn't make enough to pay creditors. I went to each on date of promise and explained conditions, paying as much to each as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a forty-acre piece of my own.

As soon as I owned these few acres the mail-order houses began sending me catalogs, and gradually I began sending my loose change to them, letting my accounts stand in my home town, where I had gotten my accommodation when I needed it.

We then had one of the thriftiest little villages in the state—good line of business in all branches, merchants who were willing to help an honest fellow over a bad year, and a town full of people who came twice a week to trade and visit. Our little country town supported a library, high school, band, ball team, and we had big celebrations every year. A farm near a live town soon doubles in value. I sold my forty acres at a big advance and bought an eighty, gradually adding to it until I had two hundred acres of the best land. I then felt no need of asking favors, and found it easy to patronize mail order agents that came almost weekly to our door. I regret to say that I was the first in the country to make up a neighborhood bill and send it to a mail order house. Though we got bit every once in a while, we got in the habit of sending away for stuff.



Those cities we help to build return no favors. They take our money but offer no credit in time of need.

Gradually our merchants lessened their stock of goods — for lack of patronage. Finally we began to realize that we needed a bolt quickly for machinery, or clothing for sickness or death, we had to wait and send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated, and men of less energy moved in. Gradually our town has gone down; our business houses are "tacky" in appearance, a number are empty, our schools churches and walks are going down, we have no band, no library nor ball team. There is no business done in the town, and therefore no taxes to keep things up. Hotel is closed, for lack of travel. Go down to the depot when the freight pulls in and you see the sequel in mail order packages.

Nine years ago my farm was worth one hundred and ninety-five dollars an acre; to-day I'd have a hard matter to sell it at one hundred and sixty-seven dollars an acre. It is "too far from a live town"—so every farmer has said that wants to buy. He buys a place near schools and churches, where his children can have advantages. I have awakened to the fact that in helping to pull the town down, it has cost me $5,600 in nine years. Like the majority of farmers, I didn't figure far enough ahead.

This sort of business means the doing away with country towns. What will it mean to farmers to have only a few large cities at a distance of five hundred to a thousand miles?

What are we going to do with our children who are demanding even better advantage than we had?

Those cities we help to build return no favors; they take our money but offer no credit in time of need. If we want high schools, etc., we must raise the money and build near our farm homes, or send our boys and girls to the cities at great expense, amidst temptations of which the farm has no equal. Neither am I the only awakening farmer. These mail order agents that come to our homes every week are becoming a nuisance and making it unsafe to leave women and children alone on the farm. With farm cordiality we take these strangers into our homes, often as one of the family, and we are sometimes paid in having them entice our girls to the city.

These are some facts that need consideration, and I have decided that the safest proposition all around, is for the country people to look after their own interests, and build up their own country towns that bring value to their farms. Let those who want to patronize the city mail order houses go there to live, getting their living where they give their patronage. The remainder of my life will be given to building up the home town that I helped to pull down. Brother farmers, you can take my advice or get your knowledge the way I got mine.

What "German Trade" Means to Canada

Only Two Per Cent. of Canadian Imports Are From Germany—Ten Years Ago German Imports Were Five Per Cent.—Effect of the Surtax, 1904-10, Shown—Opportunity for Great Britain to Regain What She Has Lost—Canada Should Develop Natural Resources.

Written after an interview with and embracing the views of Hamilton Wickes, British Trade Commissioner to Canada and Newfoundland.

SINCE the outbreak of the war in Europe there has been much said about German manufactured goods —the temporary disorganization to trade, of the cutting off of supplies, and the opportunities for Canadian industry to gain advantages by replacing these articles. Much more will undoubtedly be said upon the same subject. There is evidently an opinion prevalent that Canada is a large consumer of German manufactures; there is a tendency to speak of German imports in the same breath with British and American trade—the trade brand of the Fatherland has evidently been similarly effective in trade as has the talk of the German war machine in international politics; but with Canada has there been the same reason for its significance? Let us look at the situation as it actually is. We find much that is reassuring in relation to the elimination of German trade whether temporary or permanent—and we refer to German trade in itself, for the other countries involved in the war are practically all the allies of the Empire. But so far as a benefit to Canadian industry is concerned this will only come when we have the raw materials which Germany controlled in Europe — we got from Germany articles for which we had not the raw material or for which we had not sufficient demand to manufacture in marketable quantities.

The facts — when we have lifted the smoke of the war—reveal that of the total imports of Canada, Germany supplies but 2 per cent. Ten years ago we got 5 per cent. of our total imports from Germany. To get down to statistics for a moment:

	Year.	Amount.	Ger.
Can. Imports	1903	$241,214,961	5%
Can. Imports ...	*1913	673,234,579	2%

*Calendar year.

While the Canadian imports from all countries increased $450,000,000 those from Germany increased about $2,000,000. Great Britain's import trade in the same period increased $126,000,000.

Imports from Germany 1900 to 1903, $10,143,300 per annum.

Imports from Germany, 1904 to 1910, $8,143,300 per annum.

Imports from Germany, 1911 to 1914, $13,859,000 per annum.

Imports for 1914 about $14,500,000.

There seems to be a general opinion prevailing that German trade has been booming in Canada during the past ten years. Look at the actual figures and it is revealed that German trade, in proportion to the general development of imports, has been strangled—and the means of strangulation was the surtax against German goods which prevailed from 1904 to 1910. During the period 1903 to 1914 the total imports from Germany were $112,500,000. Had the proportion of increase been as great for that period as it was from 1900 to 1903 the total would have been nearer $250,000,000 and to-day instead of the $14,500,00 * which we imported last year we would probably be buying $40,000,000 from the Kaiser's industrious people. These figures have been carefully prepared and are arrived at only after adding the German goods from German ports to Canada to those derived from other indirect sources, such as the United States, Great Britain, Belgium, etc.

Then we hear of plans of replacing the German goods and talk of industrial expansion on that account. If the war has the effect of eventually crowding the German goods off the Canadian markets — which must be taken with a grain of salt, for as water finds its level, trade will find cheap markets where will these goods be secured? This is a question

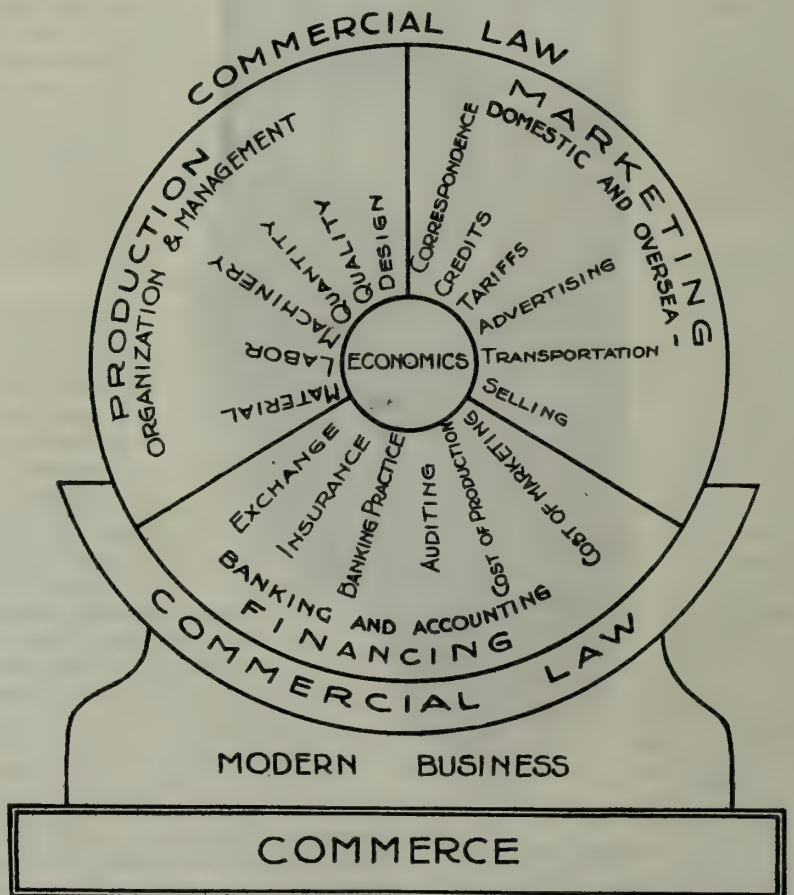


Chart prepared by Hamilton Wickes, British Trade Commissioner to Canada, illustrating the principles of modern industry and commerce. Production, marketing and financing are shown to be of equal importance, and under each head are the important factors in relation thereto. Production is elementary—the goods must be produced at a price to meet the market before there is a commercial proposition. Marketing and financing are then of like consequence. Under the present conditions, exchange, insurance, banking and transportation are problems to Canada, while marketing and design and pattern are the chief difficulties of England.

which is being much discussed here.

In the first palce, it is pretty certain that when the Germans forced their goods over the tariff wall it was because they could not be manufactured in this country; the small amount of German imports in relation to those from other countries would also indicate the same thing. It seems the natural conclusion then, that the bulk of German goods will be replaced by other countries from which we have been importing similar lines. Where there are lines which could only be manufactured in Germany and where the raw material is available in Canada, then these goods could be turned out here in all probability. Let us, however, consider some of the fundamental principles behind the manufacturing proposition.

In the first place there is no country that can produce all kinds of raw material nor manufacture all it requires (and this does not only refer to a matter of raw materials). The nations are members of one family and though some may be on bad terms and may protect their own interests by tariffs, the fact remains that one is dependent on the other. Otherwise we would have each nation behind a Chinese wall.

There are many countries which can manufacture certain lines which cannot be manufactured by any other. There are many articles in which there is no competition between countries. There is certain steel which German steel firms get from England and other steel which the same English firms get from Germany. There are many examples to be seen on every hand.

Germany, however, in addition to lines in which she naturally took the position of world producer, has through imitation and cheap substitution worked up a large trade largely at the expense of the British manufacturers. Selling lines are immediately copied in the cheapest of materials, until to-day Germany stands as the great disturber of legitimate trade. The retailers stock the goods which are the lowest priced; the people buy them under the impression they are getting something cheap, and it is the poor and badly-off that suffer in the end.

This has been accomplished for the German manufacturer and trader by a great marketing system and by a wonderful system of securing information regarding good selling lines, which are immediately imitated and the imitations rushed into the market. But there is a method to this apparent industrial madness. Low as the price may be there is always a profit and when, by this medium of price, competition is forced out of the market, the price is raised to the former figure or higher, and the manufacturer makes a splendid harvest.

In considering the question of the replacing of German goods there then comes up the point as to the countries most able to do so from an industrial standpoint. Here there is the vital point as in connection with every manufacturing proposition—population and demand. The strength of the proposition depends not only on the ability to make the article but to make it in sufficient quantities to bring the cost to a commercial basis. For instance, in hardware, although the German imports are only $1,120,000 out of the $43,000,000 imported by Canada from all countries, in this figure is included over 100 different lines from one firm and one of those lines covers 380 varieties—and all are small shelf articles. Such articles could not be made in this country with the limited market, for Germany is probably supplying the world in many of these lines.

Again in textiles, if we were all willing to wear the same thing then there might be sufficient demand in Canada to encourage the industry; Canada can manufacture staple blues and blacks, but what of the multitudinous patterns in tweeds, etc.?

The whole basis of manufacturing is that of raw material and demand—and there must be sufficient demand to encourage the investment of capital.

In this connection let us consider the two principal items on the list of imports from Germany — dry goods and manufactures of metal, machinery and hardware, the former about $4,000,000 and the latter about $3,000,000. These figures look large, but considering them in relation to the totals—Canada imported in 1913 $108,000,000 in dry goods and $200,000,000 in manufactures of metal, machinery and hardware. A comparison of these figures shows how relatively small are the German imports and that they largely consist of goods which we could get from other countries—although not as low in price—but of better value. The tariff indicates that the bulk of them could not be successfully made in this country.

On the principle that these goods were brought from Germany because they could not be successfully made in this country where conditions are so different, it must not be considered that Canada is not going to reap a benefit from the present war. There will be some lines which Germany has been manufacturing which can be made here when the raw material is available and when there is a sufficient market guaranteed.

But it will be rather in the development of agriculture and natural resources that Canada will benefit from the war, for Great Britain will look more than ever to this country, if we set about the supply of the products of which she is in need. Agriculturally Canada should develop first as the result of the war and secondly, in the lumber and other industries which manufacture from natural raw materials. On the principle of the necessity for a volume of trade there will have to be a development in foreign markets as well as our own to insure the success of some industries. Investigation of the possibilities of the flax production of the country in relation to the manufacture of linen and geological surveys to discover deposits of iron ore and other metals would be steps in the right direction.

Further, in connection with the statement regarding the necessity for getting a volume of business to insure the success of an industry, and in relation to the limited population of the country, Canada must consider the possibilities of the world market and this is very important at the present time.

The chart shown represents in theory the problems of any industry in relation to the world market. There are three factors of equal importance—production, marketing and financing. In the first place is production. If a manufacturer cannot produce as cheaply or more so than a foreign competitor then he is out of the field so far as export is concerned and cannot hold his domestic market unless there is a tariff protection. Then, having decided that he can produce, there is still marketing and financing. In both the respects Canadian manufacturers are generally at a disadvantage. England, on the other hand, has solved the problem of manufacture and can produce as cheaply as any country in like quantity, while the quality is superior. England in regard to financing facilities is not approached by any other country. It is in the organization of a marketing system by her manufacturers that she is behind.

England, at this time, with Germany suffering from a serious handicap, must give her attention to transportation problems and to studying the design and pattern of the goods required in the different markets—she must take a page from the German method in this regard, and try and realize the importance to the British manufacturer of expert information and advice as to how best (that is, economically) to market their productions.

Canada requires to lower rates for loading and handling her goods for export and to study problems concerned with transportation, exchange and insurance and after having solved the problem of production. For the present there is no "selling expense" in respect to her natural resources, for Britain stands ready to take everything she can produce at the proper price. Location

(Continued on page 50.)

Practical Problems for Sheet Metal Workers

Article No. 4 of Series

By Chas. Seivers

ARTICLE 4.

To Bisect a Line.

Fig. 1. To bisect a given straight line. Let A-B be the given straight line, with A as a centre and using as a radius any distance greater than half the length of A-B, as A-F. Strike an arc as C-F-D. With B as a centre and using the same radius strike another arc, cutting the first one at C and D. Draw a line joining C and D. This line will bisect the line A-B at E.

To Bisect An Arc.

Fig. 2. To bisect a given arc. Let A-B be the given arc. With A as a centre and using as a radius any greater than one-half the distance A-B, strike an arc, with B as a centre and using the same radius strike another arc, cutting the first one at C and D. Draw a line joining C and D. This line will bisect the arc at E.

To Erect a Perpendicular To a Given Line.

Fig. 3. To erect a perpendicular to a given line, at one of its ends. Let A-B be the given straight line, it is required to erect the perpendicular to it at A. Select a point, as C. With C as a centre and C-A as a radius, strike an arc cutting the given line at D. From D draw a line through the point C cutting the arc at E. Then draw a line joining A and E. This line A-E is the perpendicular line required. Fig. 4. To erect a perpendicular to a given straight line from a given point within it. In Fig. 4 we show two methods of erecting the required line. In the first method let A-B be the given straight line, and C the point within it. With C as a centre and using any convenient radius, strike an arc as D-H. With D as a centre and D-C as a radius, then strike an arc cutting through the first one at E with E as a centre, and using the same radius, draw an arc as F-H cutting the first arc at H. With H as a centre and using the same radius, draw an arc to cut the last one at L. Draw a line joining L-C. The line L-C is the required perpendicular.

In the second method, shown in Fig. 4, let A-B be the given straight line and C the given point within it. With C as a centre and using any convenient radius, draw a semicircle cutting A-B at D and E. Using D and E as centres and D-E as a radius draw two arcs, cutting each other at F. Then draw a line joining C-F. The line C-F is the required perpendicular.

Fig. 5. To erect a perpendicular to a given line from a given point lying away from it.

In Fig. 5 two methods are shown. In the first one, let A-B be the given straight line, and P the given point. With P as a centre, draw an arc cutting the line A-B, as at C-D. With C and D as centres, and using any convenient radius greater than one-half the distance C-D, draw two arcs cutting each other as at E, and draw a line from E to P. The line P-E is the required perpendicular.

In the second method shown, let A-B be the given line, and P the given point away from it. On the line A-B take any two points as C and D, with C as a centre and C-P as a radius, draw an arc as X-X-X. With D as a centre and D-P as a radius draw an arc as O-O-O, cutting the first arc at P and E. Draw a line joining P and E. The line P-E is the required perpendicular.

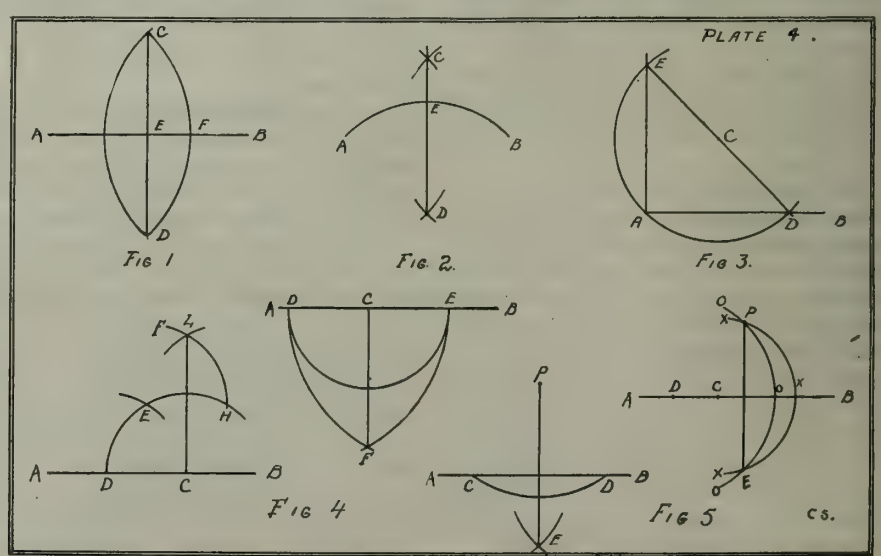
THE SAME OLD TUNE.

On the bridge over the tracks at the foot of Bathurst Street, Toronto, there sat a small urchin who had gathered himself on the top of the railing in that attitude which a normal elastic-jointed boy can assume when he brings his chin as close to his knees as comfort on the top of a railing demands. He was playing a mouth organ; you could see him play, not hear him, for the shunting yard engines below were making a noise that would overcome the efforts of many mouth organs. Getting close enough, a few faint strains could be heard, and then one of the afternoon trains swept through; there was a screech from the whistle that was almost deafening—but the boy in the ragged suit and the question-mark attitude played serenely on; from the expression of joy and contentment which hovered about his countenance, overcoming the opposition of sundry smears and stains, one could tell that he was hardly aware of the noisy surroundings.

You will find business men who are like the boy with the mouth organ on the railroad bridge. They go contentedly on, serene in their own efforts—progress and modern methods create their din around him, but they heed not; if they are satisfied with what they are doing, then the world must be satisfied too; that the world knows nothing about it does not matter.

The train whistle blows, advertising progress; the mouth organ is heard no more than a whisper when the thunder peals. The boy is using all his efforts without avail; the engineer merely pulls a string— he is taking the advantage of modern methods.

Tell the business man who does not advertise—the man who is playing his mouth organ in self-contentment—to get on the train of progress where advertising is the whistle; there are too many sitting behind on the bridge who are content to play the same old tune, in the same old way, oblivious to surroundings.



Junior Clerk's Page

HAVE YOU TOO MANY IRONS IN THE FIRE?

To a certain extent we are like machines. If we keep our bodily machines in good running order we can work under pressure for a time and stand undue strain.

Some people who are not physically strong accomplish wonders because they concentrate their forces and energy in one direction. There is no misdirection or misuse of their faculties.

Many of us have too many irons in the fire. We try to get 'em hot at the same time, but they never get more than medium hot.

Energy scattered in too many directions is merely wasted power. A machine is built with one part dependent upon the other. Cog must fit upon cog, and the machine must be run as the mechanic intended, or else there is disaster. This is where the human differs from the machine. Our minds are the controlling forces of our bodies. We can make ourselves over. The weak or mean cog can be cut out. We can improve all the time. If we will that we shall accomplish certain ends, we will accomplish them. Others may stop us only because we won't trouble to combat their forces.

Quit making excuses for yourself. Quit being sorry for yourself. Be glad for yourself that you have a mind that is your master and that by cultivation you can develop into a master mind. Let your body be the engine and your mind the engineer!

YOUR MENTAL ATTITUDE.

Fear is the rock on which we split.

When we are fearful, the judgment is as unreliable as the compass of a ship whose hold is full of iron ore. And if we stop to meditate on what the gossips say of us, we have allowed a hawser to befoul the screw.

Keep your mind on the great and splendid thing you would like to do, and then, as the days go gliding by, you will find yourself unconsciously seizing upon the opportunities that are required for the fulfilment of your desire, just as the coral insect takes from the running tide the elements that it needs.

Picture in your mind the able, earnest, useful person you would like to be, and the thought you hold is hourly transforming you into that particular individual.

Thought is supreme.

Preserve the right mental attitude—the attitude of courage, frankness and good cheer, and all good things are yours.

We are ruled by our habits. First, we form our habits, then our habits form us.

We are what we are on account of what we have thought, said and done.

After having done a thing once, there is a tendency in the brain to do it again.

If continued we get the habit—that is, we do the thing without thinking, just as a matter of course. Thus does the habit become second nature.

And the man with the grouch's habit, the frown habit, the dope habit, the booze habit, is on the greased chute, and he himself is swabbing the slide.

Also, there is a sort of general disposition on the part of everybody to give him a push down the road to Davy Jones' locker.

In the heart of all of us there is a tendency to pass back everything that is handed us.

If a man smiles, waves his hand at you as you walk down the street in the morning, you wave your hand back and smile in return unconsciously, and often one little experience like this will key for you the day joyously.

Courtesy, kindness, good-will, generosity, liberality, are all catching.

Nothing is so contagious as a smile. Try it on the first person you meet.

BE SINCERE—DON'T PLAY TRICKS.

Selling goods is not like fishing.

Why?

Because you only have to catch a fish once, while a customer to be caught right has got to be caught for life.

The fact is that if you catch a customer by a trick, you had better not have caught him at all.

A store is not a man-trap.

A store is a place where the public gets what it wants, and where it learns what it ought to want.

A store is intended to serve the public just as much as a hospital is.

The wise store-keeper runs his store in such a way that the customer feels a proprietary interest in it.

It is always better to lose a sale than a customer. If you haven't got what the man wants, it will not do any good to razzle-dazzle him into buying something that he can never use.

Never sell a speedometer to a man with a wooden leg. If you do, you have only made a wooden-legged enemy.

Never sell a pink hat to a red-headed girl. If you do, you have made a red-headed enemy—and that's serious!

A good salesman must be the sincere friend and confidential adviser of his customer. He must fit his goods to his folks. He must sell satisfaction as well as merchandise.

If he dares to be a really 100 per cent. salesman, he must have the courage to refuse to sell a thing that he knows will never suit.

Once convince a customer that you are his friend and well-wisher, and you have bound him to your store, as Shakespeare says, "With hoops of steel."

—The Long Green.

SURVIVAL OF THE FITTEST.

Try as we will, says Associated Advertising, we can never escape from the truth that the fit survive and the unfit decline, according to the adaptability or inadaptability to environment. Back of every result is cause. A business succeeds because it proves itself fit to serve the public. Businesses that fail merely prove their unfitness. The wise man feeds his body nourishing food because he knows that without nourishing food he cannot live and grow. The man who feeds his mind and neglects his body is a fool. The manager who gives all his thought to the officers and stockholders of his store, who plans for their comforts and for their profits, and who neglects to give careful thought to the workers in the ranks is preparing his store for sickness and death. The managers may be the mind of the store, but the workers are its body.

Current News

Elected Directors

Major E. C. Norsworthy, Montreal, has been elected a director of the Canada Cement Co.

Death of B. Dignam.

The death occurred recently at Parkhill, Ont., of Bernard Dignam, who in the sixties represented the McClary Mfg. Co., in Western Ontario.

Death of C. Cameron.

The death occurred at Hamilton, Ont., of Charles Cameron, who for many years was a hardware merchant on James street, south.

Dominion Incorporations.

The Safety Tire Co., capitalized at $100,000; head office Montreal.

International Petroleum Co., Ltd., capitalized at four million pounds; head office, Toronto, Ont.

To the Front.

F. G. Tripp, of Lewis Bros., Montreal staff, has been called to Valcartier. He is one of the Duke of York's Royal Canadian Hussars.

Store Burglarized.

Kingston, Ont.—The hardware store of H. W. Marshall was burglarized and a revolver, knives, razors, ammunition, etc., stolen.

Personals.

F. R. Robertson, who has been associated with G. B. Jameson's hardware business at Melfort, Sask., has been appointed manager of the branch store of Crawford & Douglass at Star City .

Fire Losses

Vancouver, B.C.—Kidd Bros., hardware, suffiered loss by fire.

Bow Island, Alta.—Wilmott Bros., hardware, suffered a heavy loss by fire which started in a bakeshop and destroyed several stores.

Death of J B. Carscallen.

Dresden, Ont.—James B. Carscallen, for many years in the hardware business died on Sept. 20, after two weeks' illness. Deceased was formerly a member of the firm of Carscallen Bros., which was succeeded by J. B. Carscallen & Son, and for many years conducted a hardware business until about three years ago, when he sold out to W. J. Jeffs.

Service for Motorists.

Wyoming, Ont.—C. H. Smith, tinsmith, of Wyoming, Ont., has installed a $350 gasoline plant with underground tank 30-bbl. capacity from which the gasoline is pumped to a standpipe on Broadway which registers the number of gallons used. Hose connection with the pump is provided for the convenience of motorists.

Business Changes.

Melfort, Sask.—It is reported that G. B. Jameson, hardware merchant, is giving up business.

Viscount, Sask.—W. B. Shannon & Co. hardware and furniture, have sold out to M. F. Ranckman.

Macklin, Sask.—A. A. Graham has disposed of his hardware business to Wyman, Small & Smiles.

New Firms.

Tilbury, Ont.—J. E. Scriven will reopen his hardware store, formerly occupied by H. Sloan, as soon as his new block is completed. His son, Wilfred Scriven, who has spent the last year at Cochrane, will be associated with him.

Tilbury, Ont.—Herbert Sloan is getting out plans for the erection of a brick block, 45 x 80 ft., which will contain two stores, the southerly one to be occupied by Mr. Sloan as a hardware store.

Death of W. R Reilly.

Calgary, Alta.—The death occurred at Victoria, B.C., of W. B. Reilly, of this city. Mr. Reilly had been ill for over a year, and two months ago went to the coast to try and recover his health.

W. Barrington Reilly came to Alberta in 1906 from Niagara Falls, Ont. He was vice-president and managing director of the Rocky Mountain Cement Company, president of the British Canadian Oils, Limited, and secretary-treasurer of the Al Azhar Temple Company, Limited. He was a prominent Shriner, and a member of the Scottish Right Mystic Shrine. He was known as a golfer and cricketer, and was an enthusiastic supporter of rugby football.

British Columbia Items.

Cole Owen has bought out the business of Owen & Whaley, Fourth avenue, Vancouver.

McPhail Bros., have purchased the business at Holyburn, formerly belonging to Frank Biggs.

F. Cave Brown-Cave, well known as a cricketer, is now with T. J. Trapp & Co., New Westminster.

P. W. Martin, who has been living in Winnipeg for some months, will open up business again in Chilliwack.

Messrs. Lattimore & Blott are going out of the hardware business in Vancouver, and are offering their stock for sale.

Mr. Leggatt, formerly with W. C. Stearman, Vancouver, has joined the staff of T. J. Trapp & Co., New Westminster.

Harry Brown, who was with McLennan, McFeeley & Co., has accepted a position with the McDowell-Mouat Coal Company, Vancouver.

A. D. McIntyre, of Port Alberni, secured a god contract, namely the supplying of the finishing hardware for the new $40,000 post office.

The Shore Hardware Company, Victoria, has added a stock of groceries. It is the intention to enlarge into a well-equipped departmental store.

R. R. Taylor, junior member of the firm of the Drake Hardware Company, Victoria, is receiving congratulations because of the arrival of a baby daughter.

James Gasgoigne, formerly manager for G. A. Abbott at Mission Junction, has bought out Mr. Abbott, and will operate under the name of the Mission Hardware Company.

W. J. Banting, who has a business at Edgewood, on the lower Arrow lake, has built a small steam tug by means of which he expects to extend his trade connections.

Kydd Bros., hardware merchants of Vancouver, have opened a branch hardware and plumbing store at Qualicum Beach, Vancouver Island, near Nanaimo. Gordon McDonald is in charge.

T. H. Cort, who is in the hardware business at Central Park, had an offer from an English syndicate to go to Persia to take charge of a well drilling plant, which he refused. Mr. Cort has

had oil drilling experience in Ontario, South America and the West Inries.

The death took place recently of James Hanna, of Keefers, who died suddenly while on a hunting trip with his son. Deceased was born in Scotland in 1862, and has been in British Columbia for 29 years, engaged in business nearly all that time.

Among those who have gone to the front are Walter Bristow, of Lewis & Sills; Forest Ladd of the R. L. Brown Hardware Co.; Sergt. Smith, Sergt. Fothergill, Pete McCallum and Harry Connors, Harry McLennan and Jack McLennan, of McLennan, McFeeley & Co., the two last being sons of the president of the company, all of Vancouver; Tom Trapp, of J. T. Trapp & Co., New Westminster, of which firm six employees are members of the militia; Stanley Nersey, of W. R. Clark & Co., Lynn Valley.

Patriotic Contributions.

Prominent among those making donations towards the various patriotic funds are the Canadian paint firms. The Sherwin-Williams Co., of Canada, contributed $3,000 cash. C. C. Ballantyne, vice-president and managing director of the company made a personal contribution of $2,500; W. H. Cottingham, president of the firm, besides his contributions to the English funds, contributed $1,000 to the Montreal Patriotic Fund; Mr. Fallis, manager of the Sherwin-Williams, Winnipeg branch, made a personal contribution of $600 and the Montreal factory employees contributed $500.

The Canada Paint Co. have contributed $1,000 to the Montreal patriotic fund, and the Carter White Lead Co., $2,000.

Lewis Berger & Co., London, England, have fifty of their staff at the front, and they have made the very liberal arrangement that all these men will still receive their full pay, that is to say the difference between the soldier's pay and the amount the man was earning will be contributed by the company as long as the men are at the front.

Other contributions made by Canadian paint firms have been referred to in recent issues of this paper.

Fire Losses.

Hamilton, Ont.—Meakins & Sons, Ltd., have suffered loss by fire.

Business Changes

Beeton, Ont.—W. J. McCague, of McCague & McCague, has sold out his interest to A. R. Prentice.

Catalogues and Booklets

CANADA METAL CATALOGUE.

Catalogue "A," the new catalogue and price list issued by the Canada Metal Co., Ltd., Toronto, consists of 202 pages, and is well gotten up and attractively illustrated. The contents are classified in separate departments, thus providing the trade with a concise and complete price list of all classes of the goods made by the firm, together with a list showing the various sizes, etc., carried in stock for prompt shipment. Among the lines featured are a complete line of plumbers' supplies, bathroom fittings, pipe fittings, range boilers, brass valves, metal products, ingot metals, die castings, babbitt metals, etc.

* * *

REMINGTON ARMS BOOKLET.

Remington Arms-Union Metallic Cartridge Co., New York and Windsor, Ont., have issued an attractive 23-page booklet, entitled "Four American Boys Who Are Famous Rifle Shots." The booklets are for distribution by the trade, and supplies of copies will be mailed on request.

* * *

ARMCO IRON PUBLICATIONS.

"Defeating Rust—The Story of Armco Iron"; "Iron Roofs That Resist Rust," and "A Journey to Armco Farm," are titles of three new publications on "Armco" products recently issued by the American Rolling Mill Co. of Middletown, O. In the booklet on the story of "Armco" iron are shown many illustrations of "Armco" iron used for roofs, ventilators, gutters, lath, window frames, stoves, refrigerators, culverts, pipes, etc. The booklet entitled, "Iron Roofs That Resist Rust," contains an article on why iron roofs resist rust, and illustrations and descriptions of many forms of "Armco" iron used in roof construction. Rules for estimating amount of corrugated iron required to cover given spaces, tables of weights and list of products manufactured of "Armco" iron are also given in the booklet. "A Journey to Armco Farm" contains an interesting story of the various uses to which "Armco" iron is put. Copies will be mailed on request.

* * *

Oneida Community Co., Niagara Falls, Ont., and Oneida, N.Y., have issued a number of attractive circulars featuring game traps particularly the Newhouse, Victor, and Oneida jump traps also double jaw traps in the Newhouse and jump patterns. They will be glad to send the circulars imprinted to any dealer in Canada.

HARDWARE LETTER BOX



Beaver Stocks and Dies.

R. A. Wells, Dresden, Ont.—Please send address of manufacturer of the Beaver pipe stock and dies.

This line is manufactured by the Borden Canadian Co., 66 Richmond St. E., Toronto.—Editor.

Mincing Knives.

Sparrow Mfg. Co., 119 Church street, Toronto.—Kindly give address of a firm called the Kilbourne Mfg. Co., which makes mincing knives.

Kilbourne Mfg. Co. address is Troy, N.Y.—Ed.

Vacuum Cleaners.

W. J. Herneston, Walkerton, Ont.—Kindly give address of manufacturers of electric vacuum cleaners.

Onward Mfg. Co., Berlin, Ont.; Clements Mfg. Co., 78 Duchess Ave., Toronto; Invincible Renovator Co., Toronto; Page Wire Fence Co., Walkerville, Ont.; Hoover Suction Sweeper Co., Windsor, Ont.

Twenty Years Ago In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of September 29, 1894:—

Sanderson Pearcy & Co. will move into new and commodious premises at 61 to 63 Adelaide street about Oct. 1st. The firm have occupied No. 130-140 Bay street for nearly a score of years.

Editor's Note.—Sanderson Pearcy & Co., are still doing business at 61-65 Adelaide street, Toronto. This firm has been in business at Toronto for forty-five years.

* * *

C. A. Thomas, of M. & L. Samuel, Benjamin & Co., returned Thursday from a six weeks' trip through Manitoba. He reports that the merchants up there have had a fairly good season and that prospects are brightening.

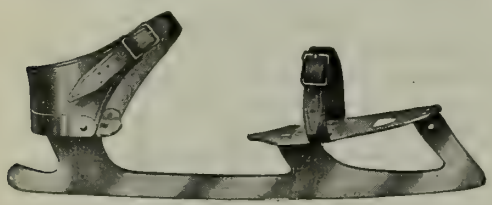
Editor's Note.—C. A. Thomas is now sales manager Toronto branch of the Sherwin-Williams Co., of Canada, Ltd.

New Hardware Goods

Offered Canadian Hardwaremen

A NEW SKATE.

A new skate, No. E 10, has been added to the already extensive line manufactured by the Samuel Winslow Skate Mfg. Co., of Worcester, Mass, as illustrated here. The makers claim that this skate fills a long-felt want, being very

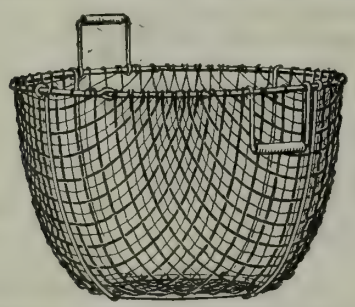


No. E 10 *Skate.*

practical, as it can be used by small children over their rubbers. It is, however, made in all sizes. The distributors say that this model can be retailed at a good profit in Canada at 75c. The Montreal Sales Co., 334 St. Paul street, Montreal, are distributors in Canada.

ANDROCK BASKETS.

The Andrews Wire Works of Canada, Ltd., Watford, Ont., are offering the trade the Androck Baskets made in three sizes, ½, 1 and 1½ bushel, which are said to be just the thing for handling potatoes, tomatoes, onions and other crops. They are also being used by fish and lobster dealers, who like them, it is claimed, because they are easily cleaned and will not rust. The baskets are made of one piece of heavy wire cloth pressed into shape and fastened to the strong



Androck Basket.

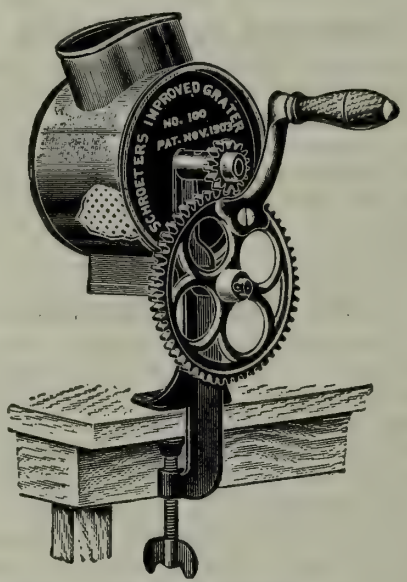
frame; galvanizing them solders all of the intersections and makes them virually one piece of metal.

The cost of the goods is slightly more than the old-time splint baskets, but when lasting qualities are considered the comparison is said to be very much in favor of the wire basket.

The Company will be glad to answer inquiries.

POTATO AND HORSERADISH GRATER.

The Schroeter Bros. Hardware Co., St. Louis, Mo., are placing on the market, in addition to their No. 3500 line of hand and power graters, a new style grater termed their Number One Hundred, which is made especially for use



No. 100 *Grater.*

in hotels, restaurants, meat markets, bakeries, confectioneries, lunch stands, the private family, and wherever grating of food is required. Its construction is described as simple, the wearing parts and bearings durable. All parts are interchangeable and can be replaced at a small cost. The grater is constructed so that the grating drum can be removed to allow thorough cleaning. The machine can be taken apart and cleaned in one minute. The process of grating, it is said, is extremely rapid, grating a stalk of horseradish within one and one-half minutes.

The makers claim that anyone having charge of a kitchen will appreciate the convenience of a machine of this kind. Each machine is guaranteed to give satisfaction.

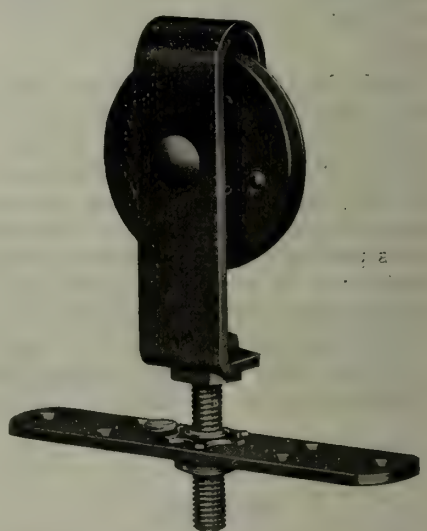
The dimensions of the machine are: Fourteen inches over all; five and one-half inches wide; four inches deep weight of each machine: net, four and one-fourth pounds; boxed, five and one-half pounds. A book of receipts is included with each grater, as also illustrations showing other hand and power graters.

TO MAKE VACUUM CLEANER.

Bissell Carpet Sweeper Co., Grand Rapids, Mich., will soon announce to the trade a Bissell's vacuum cleaner. The company has perfected two models, both hand-propelled, one with a brush and one without. They will be known respectively as Bissell's Vacuum Sweeper and Bissell's Vacuum Cleaner. The vacuum cleaners will be sold in connection with the Bissell carpet sweepers.

HOUSE DOOR HANGER.

Richards Wilcox Canadian Co., Ltd., London, Ont., are offering the trade the No. 112 house door hanger, here illustrated. The No. 112 runs on a flat track, and is said to be a strong, easy-running, low-priced hanger. The wheel is steel with fibre tread. There is ample vertical adjustment by means of a wheel on the top plate. This method of adjustment is



No. 112 *Hanger.*

said to avoid the necessity of building a false pocket which is required in the case of single doors with some types of hangers.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Reports from all sections indicate that there has been a turn for the better. Business in hardware lines can hardly yet be said to be normal, but it is much better than might generally have been expected under the circumstances. Certainly the state of the market leaves no room for pessimism, and there are indubitable evidences of a rapid veering around in the direction of prosperity. A noteworthy feature of the week has been the fact that the few price changes recorded have been in a downward direction. Tin and solder prices show a considerable decline. The stove trade continues brisk and satisfactory. Collections are reported satisfactory from all marketing centres.

MONTREAL.

MONTREAL, Sept. 23.—During the last week the hardware situation seems everywhere to have improved and the outlook is quite bright. The country trade has been quite up to normal in most respects, although the city trade has dropped a little. In many respects our trade and business has withstood the crisis far better than we could have ever imagined. Business principles stand for progress and democracy, and its sympathies and confidences have, therefore, been arrayed on the side of democracy, and there has been manifested on all sides a calmness and a determination to avoid anything approaching a panic. Hence we have here a situation in the hardware world, which is truly not up to normal, but which is far in advance of the predictions of those who considered themselves authorities.

Fall goods are all moving along nicely. Immense quantities of skates have been manufactured in Canada and have found a market at home. A great many firms are contemplating the additions to their various factories which will enable them to manufacture many of the lines heretofore manufactured in Germany. These goods will not be placed on the markets for some time to come, but they will be eventually.

The prevailing feeling seems to be that organizations must be kept intact and the feeling of optimism is everywhere being shown.

The price changes during the week have been very few and the whole market seems to have struck a pretty firm level.

Goods Moving.

There seems to be a considerable movement in guns and ammunition. The amount of this business is not much below normal. The demand still continues for many of the farm requirements for the winter, such as horse blankets, stoves, halters, axes and handles, shovels, scoops, etc.

Metals.

The metal market is very steady and prices remain more or less unchanged. Tin seems to be dropping a little in price, but other metals are unchanged.

Rope and Twine.

There has been quite a weakening in the prices of rope. The conditions of unrest now in Mexico have enabled the dealers to reduce prices somewhat. Sisal has been reduced ½c a pound. British Manila have adjusted their price to meet this reduction. The following are the quotations:—Best Manila 16c per lb.; British Manila and African hemp 12c per lb.; Sisal, 10c per lb.; lath yarn, 9¼c per lb.

Other Lines.

Several changes have taken place including a reduction in cupboard catches, but on the more important lines of hardware there have been no changes. Horse blankets are going out well, although the supply is limited; in fact, some manufacturers state they will not be able to fill further orders. These blankets are made in Canada but one of the raw materials used is jute, which is very scarce. Thus the tendency of the prices is to be a little firmer.

The supply of German skates on hand is very limited, and the Canadian article is being largely substituted except in the case of cheaper lines which are being imported from the States. A large number of revolvers are being sold. The cheaper lines of revolvers are imported from Germany, and these lines have advanced in price.

In agateware the home manufacturers are holding their own, and are endeavoring to capture all the trade in lines which were formerly held by the Germans.

Some wholesalers report a net decrease in the volume of their trade as compared to last year, the difference being attributed to the falling off of the city trade. Country trade is however quite up to the average. In most lines of staples trade is good. Collections are everywhere reported to be good and the scarcity of money is not noticeable. Consignments of British goods are coming through without much difficulty.

There have been several inquiries with regard to Christmas goods, but it will be two weeks at least before retailers will begin to buy for the holiday trade. Stocks are not heavy, generally, and business is about normal, speaking generally.

Stoves and Tinware.

Stoves are moving out quite as usual. In this line there seems to have been felt no effects of the war. The country trade is especially good and quite up to normal. The city trade is also holding its own. Taken altogether the stove situation is quite satisfactory. Tin is still a little easier in price and the prices seem to indicate that it might weaken further. Tinware, however, remains quite firm.

TORONTO.

TORONTO, Sept. 24.—The general improvement in business conditions noted last week has been maintained, although trade is still far from being brisk. It is satisfactory to note that trade generally is better than might be expected under the conditions now prevailing. This, however, is largely accounted for by the country trade, which is about normal, whereas the city trade is dull. This condition is likely to last for some time—that is, until in-

dustrial conditions improve considerably with a corresponding decrease of unemployment.

Although many hardware lines are more or less indispensable, the purchasing power of the community, especially in the urban districts, has been strongly curtailed, which, of course, will naturally reflect on the trade. Until industrial conditions improve to the extent of producing more normal labor conditions, then the trade will be affected proportionately. The argument refers to conditions in manufacturing centres and not to farming districts where the community is subject to somewhat different conditions.

There is a greater degree of confidence in mercantile circles, due partly to the fact that we have become more accustomed to the abnormal conditions, and also on account of more favorable reports from the front. A more reasonable spirit has taken hold of the community, and we are beginning to realize that Canada may after all benefit considerably by the war.

The Department of Trade and Commerce is working energetically to develop new business, and other public bodies are organizing campaigns along similar lines. There seems to be a great probability that in due course many hardware lines, formerly imported from Germany and to a lesser extent from Austria, will be manufactured in Canada. The ability of Canadian manufacturers to compete with English and foreign concerns has to be considered, but no doubt this will be found possible in time.

Prices are practically the same, and in this respect the market is steady. The higher prices in some raw materials have affected very few lines.

Galvanized Sheets.

The market in galvanized sheets is quiet, and prices are steady, there being no change from last week. The following prices are quoted:—

B.W. Gauge.	Queen's Head.	Fleur-de-lis.
16-20	$3.80	$3.45
22-24	3.85	3.55
26	4.10	3.90
28	4.35	4.10

15c and 10c for smaller than case lots, for Queen's Head and Fleur-de-Lis respectively.

Apollo Brand.

14-gauge	$2.80
16 „	2.95
18-20 „	3.10
22-24 „	3.20
26 „	3.40
28 „	3.70
10¾ oz.	3.90

Metals.

While there is a certain demand for metals, it is not as heavy as it should be for this season of the year. Buyers are cautious and order only for immediate requirements. Tin has improved slightly in tone, and is quoted locally at 36 cents per pound. Copper has declined ¼c per pound, and is quoted from 13 to 13¼c lb. A decline of 10 cents per 100 pounds has occurred in spelter, which is now quoted from 6c to 6¼c lb. Lead remains unchanged, the ruling price being 5 cents per pound. Other metals are quoted as follows:—Aluminum ingot, 22c lb.; pattern aluminum, 23c lb.; antimony, 16 cents per pound; solder, half-and-half, 27c lb.; wiping solder, 20c lb.; wire solder, 35c lb.; tinkers' bar solder, 26c lb.

Rope and Twine.

There is no change in the situation regarding rope, twine and jute, the uncertainty of obtaining supplies having a serious effect on the market. There appears to be some doubt as to shipments of jute getting through, and Russian hemp is being seriously affected on account of the war. There has been no change in prices this week: Pure Manila, 16c; British Manila, 13c; African hemp, 13c; and sisal rope, 10½c.

Wire Nails and Screws.

Business in these products is dull and prices are unchanged. Efforts to open up new markets for Canadian products have materialized with regard to wire rods and nails. The Dominion Steel Corporation has booked orders for 2,000 tons of nails and 2,000 tons of wire rods from England. Negotiations are pending in another direction regarding a further order for nails. We quote wire nails $2.25 base and cut nails $2.70 base.

Stoves.

With due regard to the prevailing conditions, a very fair business is being done in stoves. The country business is about normal, but this cannot be said of the manufacturing districts, where business is quiet. Tinware prices are firm, and Canada plates are unchanged.

LONDON.

LONDON, Sept. 22.—Trade here this week shows no marked change. The very warm weather has checked the sale of most seasonable fall lines. Fair week was a record success for the local merchants. This was to a great extent due to the exceptionally fine weather. Visiting merchants reported business fairly good and their buying at least equaled former years.

Prices show very few changes.

Turpentine advanced two cents per gallon.

1 bbl. lots .....67c per Imp. gal.
2 to 4 bbl. lots .....66c per Imp. gal.
5 gal lots .....74c per Imp. gal.

Linseed Oil.

	Per gallon. Raw.	Boiled.
1 to 2 bbls.	63c	66c
3 to 5 bbls.	62c	65c
6 to 9 bbls.	61c	73c

Nails are in fair demand at the following prices: Wire, $2.25 base; cut, $2.70 base.

Solder, ½ and ½, 24c lb.

Splint Root Baskets.

1 bushel	$1.60 doz.
½ bushel	2.00 doz.

Willow Root Baskets.

1 bushel	$4.25 doz.
½ bushel	5.50 doz.
2 bushel	6.75 doz.

Wire Root Baskets.

½ bushel	$5.50 doz.
1 bushel	9.00 doz.
1½ bushel	12.60 doz.

Lace Leather.

Sides .....95c lb.
Cut ¼ in. to ½ in. .....$1.10 lb.

Oil Cloth Mats.

1 yd. square	33c each
½ yd. square	75c each
2 yd. square	$1.32 each

Elite Stove Boards.

60, 10, 10 per cent.

All Wool Horse Blankets

72 in. x 72 in.	$2.10 each
72 in. x 80 in.	2.50 each
80 in. x 80 in.	2.75 each

Good demand is shown for loaded shells, cartridges and guns.

Oyster shell .....60c per 100 lbs.
Grit .....55c per 100 lbs.

Genuine Gem Meat Choppers.

No. 20	$ 9.60 doz.
No. 22	11.40 doz.
No. 24	16.20 doz.

Universal Meat Choppers.

No. 0	90c each
No. 1	$1.00 each
No. 2	$1.25 each
No. 3	$1.80 each

Builders' hardware is very quiet just at present.

Fair demand for glass is felt. Price in cases: Single, 10 per cent.; double 15 per cent. Single lights 40 per cent. Advance expected soon.

WINNIPEG.

WINNIPEG, Sept. 23. — While there have been a number of advances since our last issue, there is yet a steadiness to the market, very gratifying under war conditions. Wholesalers are now largely in a position to know what European lines must be regarded as unattainable. They have had some time to look around, and to determine to just what extent these may be replaced. In short, business is getting upon a solid footing once more, and while it is evident that dealers will have

to adapt themselves to circumstances—will have to pay larger prices for some lines, and will have to accept substitutes for some old stand-bys, there will yet be less inconvenience than might have been expected.

Ordering is reported satisfactory. In some lines there is noted a tendency on the part of dealers to buy more than they really need—the idea being to protect future requirements. Evidently the grain money is getting in circulation to a considerable extent, and collections are improving as a result.

Scythes Up 50 Cents.

Scythes have been advanced, as was indicated last week would be the case. New quotations are 50c per dozen up, the reason of course being the inability on the part of manufacturers to get the European steel from which these blades have been made. The foreign scythes, which are in constant demand in the West, for use on the farms of foreign settlers, are now practically off the market. There is no hope of securing new supplies.

The situation in poultry netting has changed somewhat since last week. In England prices have gone up 25 per cent., so it may be taken for granted that there will be little or no imports of netting from England for some time. Competition among manufacturers is practically eliminated as far as the Canadian market is concerned. One netting manufacturer is completely sold out, and will not take more orders. With reference to netting some light is thrown on the situation by the action of one manufacturers' agent, who, being unable to get supplies from any source, had to throw up contracts for seven cars.

Fine Opening for Poultry Fence.

Where there is a great scarcity there is always a search for a substitute, and it already seems that the poultry fence is likely to take the place of poultry netting to some extent. In the past the fence has been on about the same price footing as the netting, but now it is quite certain to be lower in price, for jobbers will have to follow the action of manufacturers and increase netting quotations to dealers about 10 per cent.

Battery Situation Easy.

Uneasiness which was felt re the supply of dry batteries, by reason of the scarcity of sheet zinc resulting from the war, is passing away. It appears the battery manufacturers have large stocks of zinc on hand. Moreover, the metal men will be able to supply them with new zinc at the old prices. They will be enabled to do this in spite of the difficulty of getting zinc, because many of the activities in which this metal is needed are doing smaller business than usual. Therefore there is a supply which will meet all requirements for a considerable period.

Indications are that an advance in rope may be struck shortly. A cyclone in the Philippines is said to have done damage to the hemp, and while the seas are open, yet war insurance and higher transportation charges make the cost of handling greater. Jobbers are not in a position to say when advances will be made, but this does not seem likely to take place during September.

Low Grade Cutlery Off Market.

The situation as far as cutlery is concerned seems likely to result in a different class of trade being developed.

THE TURN OF THE TIDES

"There is a tide in the affairs of men which, taken at the flood, leads on to Fortune."

Many Canadian business men are eagerly looking forward to the "turn in the tide" in Canadian trade. Some of them are saying: "Just wait until this war is over—the country will prosper, business will boom, and we will then start advertising on a large scale to get our share of it."

There is a wiser type of man; the man who is acting instead of talking—laying his plans NOW, so as to have his "boat of business" headed UPSTREAM when the tide turns; advertising NOW, because he knows that to delay until the war is over is to add a hundred-fold to the opposition his plea for "a share of the big business" must encounter.

Public opinion is not to be won "over-night." When the Canadian public lets loose its cash, the manufacturers and merchants to whom the golden stream will most freely flow, are those who are busy NOW creating good-will for themselves and their goods.

To take the tide of business at its flood requires, not days, not weeks, but MONTHS of preparation. Prepare NOW—advertise NOW—if you would later prosper.

The German manufacturers have supplied practically all the cheap machine-made goods. These the English manufacturers would not produce, and it now seems certain that there will be less of this class of article upon the market than in the past. The more expensive lines are being secured from England. Representatives of English firms in Winnipeg during the week went over the requirements of the local jobbers, and with the exception of the cheap line mentioned, stated their ability to produce goods which would take the place of the other German products heretofore stocked.

From what can be learned, there is an opportunity for some manufacturers to get into the Canadian and American field with a medium priced line of farriers' tools, such as hoof parers, pinchers, cutting nippers, and also such carpenters' tools as tool pads, plyers, etc. These goods have been secured almost entirely from Germany, the better lines only being obtainable on this continent. At present it seems that dealers will have to stock a higher grade in these lines than many of them have in the past.

Consider Price of Nails.

Eastern wire and nail manufacturers are expecting to meet with the Winnipeg jobbers towards the end of the present week, when the situation will be thoroughly discussed, and when prices for the coming year will likely be fixed. It is expected that these will be put upon a higher basis.

Heavy orders of glass are reported by handlers of this line. Evidently dealers are this year taking full deliveries of the orders they have placed, aiming to protect themselves against the inevitable advance in price. While no glass is coming from Belgium; while the English plants have been interfered with through difficulty in getting some materials, and while the resultant flood of orders on American plants has caused delays in deliveries from these, local handlers yet have good supplies and are shipping all that is asked of them.

Tin dropped still further on the New York market during the week. Men most closely in touch with this metal are at a loss to know what to expect next. It is certain there is nothing like the usual amount of tin available, yet prices have declined instead of rising. Probably this is because the requirements of the manufacturers have decreased greatly since the outbreak of war. The likelihood is for advanced prices in this metal.

Enlarging Plant.

Pratt & Lambert, Inc., anounce that they have just completed extensive additions to their Buffalo plant, including eight new fires of the latest construction.

Hardware Merchant Dies.

Dresden, Ont.—The death occurred on Sept. 18 at an advanced age of James B. Carscallen, one of Dresden's pioneer merchants. He was for many years engaged in the hardware business, but owing to ill health was forced to retire a few months ago. Besides his wife he leaves one son, Roy E. Carscallen, of Dresden, and two daughters.

Paint Department

Showing Paint on Special Occasions

Guelph Hardware Firm Wins Prize for Paint Window Display During Horse Show Week—Display Arranged at Small Expense.

WHEN a prize is offered for the best decorated horse show window, about the last place along the retail business street to look for a winning display would be a hardware store—and yet when it came to decide the placing of the prize offered by the Horse Show Association at Guelph, Ont., for the most tasteful display worked out on the ideas of the equine event, the judges, after inspecting the windows up and down the main street, finally came to a stop before the Bond Hardware Company. And to make the distinction a greater one in this instance is the fact that the window was filled with paint—it was not only a splendid display from the artistic standpoint, but it is questionable if a prize of the kind was ever won by a display with a greater direct selling force.

There are two lessons for the window dresser of the hardware store to take from this award; in the first place, that there is no reason why a hardware window cannot be made as tasteful in appearance as the windows of any other retail establishment, and in the second place, that advantage should be taken of special occasions and events to attract the attention of the public to a good selling display, by appealing to their interest of the time being. If paint properly handled can carry off the horse show prize there is no reason why the window dresser of the hardware store should bemoan any lack of decorative materials.

A study of the photograph of this prize-winning window will reveal the fact that there is practically nothing used but what is available in the average hardware store or could be secured at small expense—almost everything used is either from stock or supplied to the trade by manufacturers. The particularly strong feature of the display is not revealed in the reproduction; this has reference to the coloring. Throughout the whole scheme the rich purple and gold of the Horse Show Association predominated. These color tones were harmoniously worked into the draping of the background, the decoration of the pillars, etc. The vine effects which were used in connection with the pillars and to border the background as well as the fern baskets gave a distinct relief to the stiffer lines which naturally predominate in a display of this kind.



Excellently arranged paint window display which secured first prize during Horse Show Week at Guelph, Ont.

Paper and Stationery.

Germany is a great paper exporting country, her shipments to Canada last year amounting in value to $350,187. Now that Germany can no longer ship paper overseas, the Canadian paper industry should be in a position to supply a large part of the above amount. Packages and parcels were also during the same year purchased from Germany to the value of $160,659, while in the way of stationery Germany sent pocket books worth $95,328 and pencils worth $79,345.

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada

The Martin-Senour Co., Ltd., has no desire to commercialize its loyalty, or to wave the flag for profit. Suffice it to say that the company is a Canadian company. Its products are entirely Made in Canada by a large staff of Canadians.

The Great Essential

Made in Canada goods, to meet the approval of Canadian buyers, must of necessity be **quality** goods.

The high quality of **Martin-Senour Paints** and **Varnishes** has long been recognized by Canadians. That is why they are the Easiest and most Profitable to sell.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO





Sell a White Enamel Finish that will *not* turn yellow.

You want to sell your customers a white enamel finish that will not fade, turn yellow, crack nor check.

You want to sell a finish that will please your customers—a finish that will always look bright and new and one that is unharmed by frequent cleaning with soap and hot water.

Luxeberry White Enamel

WHITEST WHITE—BERRY QUALITY

is such a finish. It gives interior woodwork a lastingly beautiful, porcelain-like white finish.

For floors, stair treads and other interior woodwork subjected to severe wear, sell Liquid Granite—tough and wear-resisting to an unusual degree.

Berry Brothers' Varnishes are known the world around as varnishes that give the utmost in satisfactory service. They have the confidence of the world's largest varnish users—of the best painters and decorators everywhere. Tie your store and your name up to this world-wide reputation. Write to-day for our co-operative dealer proposition.

Established 1858
Walkerville, Ont.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Branches in principal cities in the world

Weekly Paint Markets

TORONTO.

TORONTO, Sept. 24,—There is no change in the situation this week regarding the paint market, although the outlook is brighter, generally speaking. The country trade is keeping up and is almost normal; in fact, one firm did more business this August than for the same period last year. The same cannot be said of the city trade, which is, of course, subject to different influences. An improvement in industrial conditions will have a corresponding effect on the paint trade; this, however, depends to a large extent upon the progress made by the allied forces.

Linseed Oil.

Flaxseed in the North-West has declined a little, but all jobbers have linseed oil on hand, which has been produced from higher-priced seed; the price must, therefore, be maintained in order to make a profit. It is stated that producers are refusing to sell oil at present prices for future delivery. The trade is dull, and there has been no change in prices. The following prices are in effect in Toronto:—

	Raw.	Boiled.
Single bbls.	63	66
3 to 5 bbls.	62	65
6 to 9 bbls.	61	64

Turpentine

The turpentine situation is more settled, as the United States Government has agreed to recognize the combination of large operators in the Southern States. This question was settled at a meeting held last Saturday. The prices agreed upon are as follows:—Single barrels, 67c; 2 to 4 barrels, 66c.

Resin.

Common resins have declined considerably in the Southern States, and the present time looks advantageous to buyers of car load lots. The principal quality handled here is "G" resin, which is of medium quality, and it can be purchased in Toronto at $5 a case of 280 pounds gross.

Brushes.

The brush trade has been seriously affected by the war, as Hamburg, Germany, the clearing house for bristles, has been cut off. Prices on raw bristles from Siberia and China have advanced 25 per cent., but brush manufacturers have not, so far, made any advance in their product, as the increase in price of bristles would call for. The majority had more or less good stocks of bristles on hand at old prices, but as soon as stocks are depleted, prices will be advanced, which will probably be about the end of this year. This would still hold good, even if the war were to stop before that time, as there are practically no bristles coming in, and it will take considerable time to make the necessary new arrangements for obtaining supplies.

Brush fibres have also been advanced on account of the trouble in Mexico not being settled. On account of the unsettled state of that country, crops of fibres have been almost entirely neglected, and there is little hope of improved conditions for some time to come. All dating ahead on all brush lines has been stopped, and the present time is a good one to lay in stocks in view of the proposed advance later in the year.

Glass and Putty.

There is no improvement in the glass situation, and in view of the possibility of a prolonged war, with the consequent depletion of stocks here, prices will no doubt be advanced. The putty and white lead markets are featureless. The following prices for putty are quoted for standard, in less than ton lots:—

	Per 100 lbs.
Bulk bbls., 800 lbs.	$2.55
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12½ lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12½ lbs.	3.25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases, 100 lbs.	3.15

Pure putty, 70c per cwt. advance.

CANADIAN TRADE OPENINGS BECAUSE OF EUROPEAN WAR.

(Consul Fred C. Slater, Sarnia, Ontario.)

Inasmuch as Canada has been receiving a great deal of its imports from the nations now at war in Europe, and that source being practically cut off for the time being, the opportunities for American manufacturers to sell goods in Canada would appear to be greatly enhanced.

In this particular district considerable small hardware has been coming from England and Germany; also steel and manufactures. Most of the sheet window glass comes from the district of Liege, in Belgium. White lead and linseed are imported, and flaxseed has been supplied by Russia and India. Men's furnishings come largely from England, Germany, and France, likewise jewelry; and dry goods from England, Germany and Austria.

It would appear in the light of the situation that this is an opportune time for America.

WHAT "GERMAN TRADE" MEANS TO CANADA

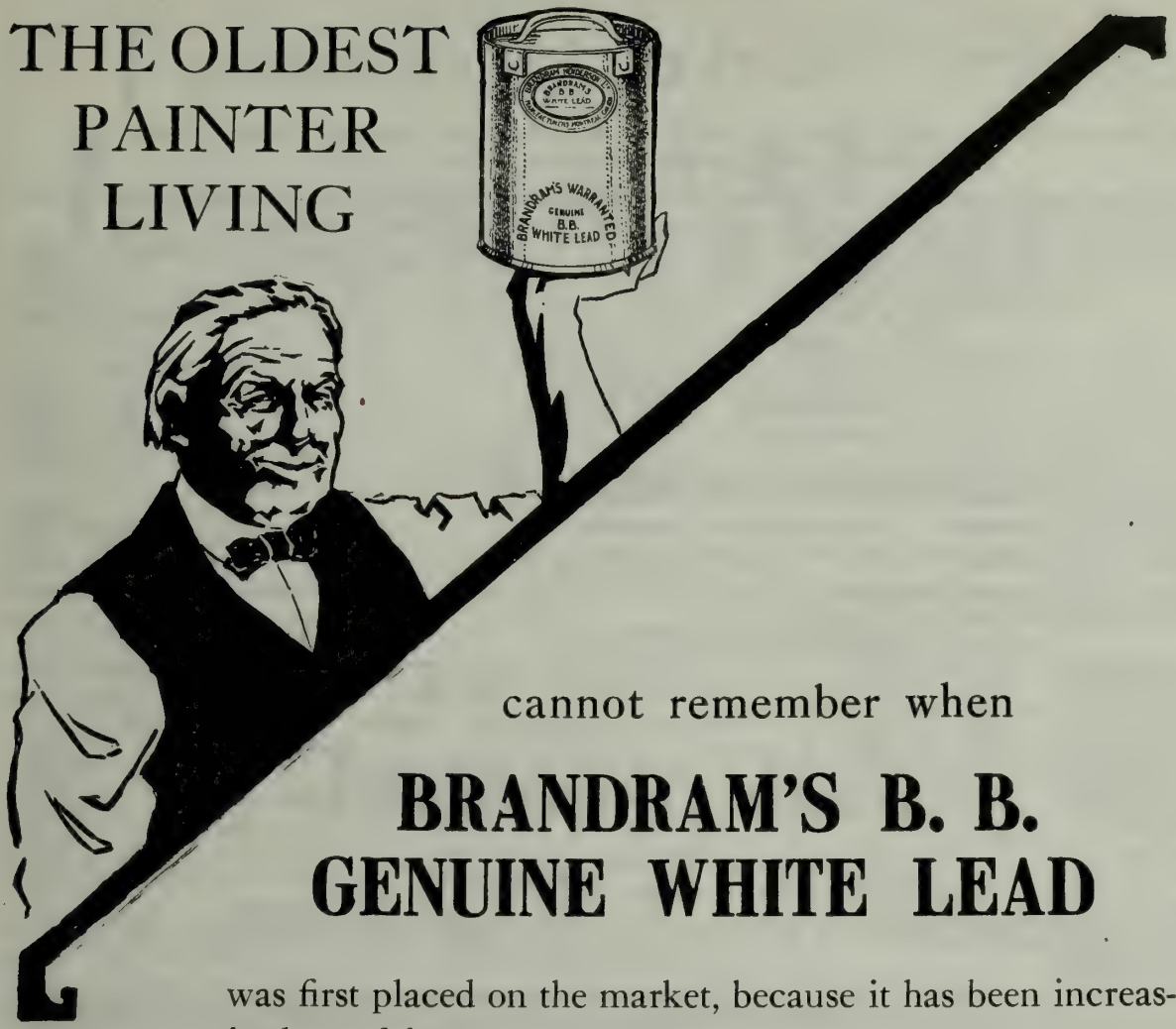
(Continued from page 39.)

is important in relation to the question of transportation; manufacturers should find the f.o.b. prices at the nearby shipping ports and then compare their charges with those of other countries with which competition has to be met.

At this time it is a relief to know that there are very few articles turned out by Germany which cannot be replaced or duplicated. In dry goods there may be some difficulties with some embroideries, but for the most part they can be secured in Switzerland or in Nottingham, or substitutes can be bought. England will be prepared to replace the German hosiery, dyed with a dye as black as Hermsdorf—and not a German product. Investigations are now being made to discover means for the replacing of German chemicals. With gloves the situation is more serious, but Italy may be able to relieve the situation to some extent—leathers there might also be some trouble in the future. In hardware lines there is not an article that cannot be made in Canada, United States or England. In many instances, however, somewhat higher prices may be looked for.

Two employees of the J. H. Ashdown Hardware Co., Calgary, have gone to the front. They are George Herbert, Princess Patricia Light Infantry; Harry Lewis, 105th Fusiliers.

THE OLDEST PAINTER LIVING



cannot remember when

BRANDRAM'S B. B. GENUINE WHITE LEAD

was first placed on the market, because it has been increasingly used for over 150 years.

The fact that B. B. GENUINE has back of it an unblemished record for all this time proves that it must be the best White Lead for you to sell.

Only products of sterling merit survive any length of time, and the only way to gain and hold trade is by selling such goods.

The quality and the reputation of B. B. Genuine are two unanswerable reasons why you should write us for prices. You want to build up your business. You can do it with B. B. GENUINE WHITE LEAD.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb.	22c
Pattern, lb.	23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's	15 00	15 00

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz.	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz.	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys'" Axes	5 75 6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 20	0 18½
3 bbls.	....	0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS, BAKE.

	Per doz.
No. 0, ¾ inch rim, 16x22	4 25
No. 1, ⅞ inch rim, 18x24	4 75
No. 2, ⅞ inch rim, 18x28	5 25
No. 3, ⅞ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 20
Crown	2 05
Dandy	2 25
Improved Globe	2 35
Standard Globe	2 45
Neptune	2 45
Original Globe	2 75
Newmarket King	2 75
Jubilee	2 75
Victor (Glass)	3 50
Diamond King (Glass)	3 75
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.

Hand delivery and creamery cans, 35 p.c.

Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 86
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire Brick, English	17 00 21 00
Fire brick, Am., low	23 00 25 00
Fire brick, Am., high	27 50 31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	$2 45
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.

	Montreal	Toronto
Casting ingot	$15 50	$13 25
Bars, ½ to 2 in.	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4	24 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 29½
No. 7, lb.	0 28½
No. 8, No. 9, No. 10, No. 12	0 28

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	7 40	....
I X, Terne Tin	....	9 40

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's Varnishes

The Best
of the good Varnishes

Concentrated Goodness in every can
We want you to try them

R. C. Jamieson & Co., Limited

Established 1858
Owning and Operating P. D. Dods & Co., Ltd.

MONTREAL **VANCOUVER**

HARRIS HEAVY PRESSURE
"The Babbitt Metal Without a Fault"
is
The One Best Seller
and
The Engineer's Favourite.



"If it be a sin to covet honour,
I am the most offending soul alive."
—KING HENRY V.

The Above Quotation is One in Which We All Might Take a Pride
in acting up to. To be honourable in business and all walks of life should be our aim. For years we have been working with the object of adding (if possible) to our reputation for giving

The Best Possible Value at the Most Reasonable Price.

Our enormous sales bear evidence that our efforts are appreciated, and there is not a hardware store in the Dominion that would not find it advantageous to get our prices on

Babbitt Metals, Lead Pipe, Sheet Lead, Solder, Block Lead, Traps and Bends and all

PLUMBERS' SUPPLIES

WRITE FOR OUR NEW CATALOGUE. MAILED FREE.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE AND FACTORY **TORONTO** BRANCH FACTORIES **Montreal, Winnipeg**

We want an Agent in Every Town for HARRIS HEAVY PRESSURE. Ask us for particulars

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.
7 oz. 0 17¾	6 oz. 0 12½	
8 oz. 0 19½	7 oz. 0 14	
10 oz. ...0 24½	8 oz. 0 15½	
12 oz. ...0 29½	9 oz. 0 17½	
	10 oz. ...0 19½	
	12 oz. ...0 23¼	
	15 oz. ...0 32	

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	18½	18½
Three bbls. and over.....	0 18	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz.....	0 60
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.....	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.....	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible..	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers ..	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge— Under 12 in., per 100 lbs....	5 00
Over 12 in., per 100 lbs.....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft.....	0 13½
Corrugated, ¾ in., ft.....	0 17

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 85
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch...	0 05½
1 7-16 to 3 inch...	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 00	
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each.....$2	00

(Roped Extension.)

20 ft. $3	00	42 ft. ....$ 7	95
22 ft. 3	30	44 ft. 8	36
24 ft. 3	60	46 ft. 8	74
26 ft. 3	90	48 ft. 9	12
28 ft. 4	20	50 ft. 9	50
30 ft. 4	50	52 ft. 11	44
32 ft. 4	80	54 ft. 11	88
34 ft. 5	78	56 ft. 12	32
36 ft. 6	12	58 ft. 12	76
38 ft. 6	46	60 ft. 13	20
40 ft. 6	80		

(Common Extension.)

20 ft. each	.....$2	60
22 "	 2	86
24 "	 3	12
26 "	 3	38
28 "	 3	64
30 "	 3	90
32 "	 4	16
34 "	 5	10
36 "	 5	40
38 "	 5	70
40 "	 6	00
44 "	 7	48

(Common Single.)

8 ft., each	.....$0	80
10 ft., each	 1	00
12 ft., each	 1	20
14 ft., each	 1	54
16 ft., each	 1	76
18 ft., each	 1	96
20 ft., each	 2	40
22 ft., each	 2	64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern.....	7 00
Cold blast, japanned.....	7 50
Cold blast, plain	7 00
Brass, well japanned.....	9 25
All brass	24 00
Little Bobs A.C., doz.....	1 90

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 00	5 00
Imported pig, per 100 lbs.	5 10	....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed....	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

MACHINES (WASHING). Each.

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"....	9 00
New Century, style "B"....	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B".....	11 00
Playtime, engine drive....	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, $6 net.

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.

ELEY BROS., LTD., LONDON.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
New Wizard, small, doz...	8 00
New Wizard, large	10 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Crank wringing, doz.	4 75

Extra Cloths.

Challenge, doz.	2 10
Woven cloths, doz.	1 35

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch ...	$4 10
No. 4, 1¾-inch ...	3 75
No. 5, 1 15-16 ...	3 50
No. 6, 2½ ...	3 10
No. 7, 2 5-16 ...	2 90
No. 8, 2½ ...	2 75
No. 9, 2 11-16 ...	2 60
No. 10 2⅞ ...	2 50
No. 11, 3 1-16 ...	2 45
No. 12, 3¼ ...	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60%.

OAKUM. Per 100 lbs.

Best (American)	9 00
U.S. Navy (American)...	8 50
Plumbers (spun) ...	3 65 3 80

OIL.

Can. prime white petrol	....	0 14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green ...	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2¼ to 3¼c lb.
Tea lead, chest, 2¼ to 3¼c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4 to 5c; bicycle tires, 2 to 3c.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.	0 09¼
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2.....	0 35
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll....	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing.....	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 80
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.....	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.....	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose).....	$0 80
5 gross, 4½-in. (loose).....	0 90
5 gross, 5-in. (loose).....	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross 4 in. (24 pkgs. of 2 doz. each	0 90
6 gross 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Buttweld.

Size.	Black.	Galvanized
¼ and ⅜ inch..	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33

Lapweld.

2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. "	.107 20	142 40
10"x40 lbs. "	.138 00	183 30
12 inches	174 90	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)

Lead pipe, 7½c, 2½% off.
Lead waste pipe, 9c; 2½% off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 50

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH. Doz.

O-Cedar, 4-oz. bottles.....	$2 00
O-Cedar, 12-oz. bottles....	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS. Per doz

Boker's King Cutter	14 65
Henckel's 7 50	20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors .....6 00 to	18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq....	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base	0 13
African hemp base	0 13
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russian hemp	0 17
Russia deep sea line	0 20
Russia tarred bolt rope..	0 18
Russia tarred ratline	0 17
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft. ....(51)..		1 80
No. 1101—2 ft. ....(52)..		3 90
No. 1167—2 ft. .....(7)..		3 60
No. 1106—2 ft. ..(53½)..		4 10
No. 1375—3 ft. ..(66½)..		2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS. Per 1,000

Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.

Wood, F.H., brass.	75 10	7½	10
Wood, R.H., brass.	70 10	7½	10
Wood, F.H., bronze	70 10	5	10
Wood, R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set case hardened	60 10		
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.....	$5 00		
Bench, iron, per doz.....	4 25		

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.....	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.....	7 35
Brush, per doz.	8 40
No. 20, per doz.....	8 75

STONES.

Western Red End (3 doz. to box), per box.....	0 85
Diamond, per box.....	1 00
Quinebog, per box.....	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

MURESCO
DID IT

Our new concrete building for the manufacture of Muresco is nearing completion. This building with about 13,000 square feet of floor space will enable us to triple our output and ship more promptly. This is the second time within two years that Muresco has forced us to increase our buildings.

Benjamin Moore & Co., Toronto, New York, Chicago, Cleveland

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE
LINSEED
OILS



If your Jobber does not handle them write direct to our nearest mill.

IMPORTERS AND DEALERS IN



Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 80	3 45	3 95
22-24 .. 3 85	3 55	4 15
26 .. 4 10	3 90	4 40
28 .. 4 35	4 10	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge		2 95
16 gauge		2 95
18-20 gauge		3 10
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10¾ oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar		0 26
Wire solder, lb.	0 35	0 25
Bar half-and-half, guaranteed	0 34	0 27
Half-and-half, not guaranteed	0 32	0 25

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 22
Commercial	0 22
Easy	0 24
Star Extra	0 25
Strictly standard wiping	0 25

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright fence, 25-lb. boxes.	2 80
Galv'zed fence, 100-lb. kegs	2 90
Galv'zed fence, 25-lb. boxes	3 15

Coopers' staples, 45 per cent.

Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.

Univ. iapd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Royers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.	Montreal,	Toronto.
Tin, per lb.	0 36	0 36

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.

Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each. $1.50	14 ft., each. $4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.

Disston's, 10 per cent.

TWINE (Binder).

650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
4-ply	0 28¼	0 26¾
3-ply	0 25½	0 24¼

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.		10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55 per cent.
Stand, compr. work. 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100..	1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.20; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65% off list.	

WRINGERS, MOP.

White, No. 2, each	$1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

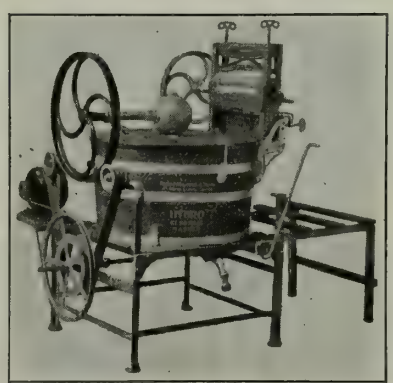
The **R. McDougall Co.,** Limited

GALT, CANADA

ARE YOU HANDLING THIS

Maxwell HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell "Hydro" is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline engine if required. Washes the most delicate fabrics without injury.



Write for Illustrated Catalogue

MAXWELLS LIMITED St. Mary's, Ontario

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COATING.
Cement Coating $2.55-3.00

COLORS (DRY).	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100-lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....0	14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20

FILLER.	Gal.
Luxeberry Enamel .....$	5 00
Screen Enamel B.B.	1 65

GLUE.	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$	4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 10 per cent.; discount on double diamond, 15 per cent.; cut sizes, 40 per cent.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches.	Star.	Double Diamond.
25 in.	$3 75	$ 5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.	....	11 40
95 in.	....	12 50
100 in.	....	16 40
105 in.	....	16 40
110 in.	....	21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS PLATE.
Country discount, 35 and 5% off list.
City discount, 45 and 5% off.

LEAD.
(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..$	9 15	$ 8 65
"Anchor," pure	8 65	8 80
Brandram's B.B. Genuine	9 65	9 80
C.P. Co. decorat'n pu.	8 65	8 80
Crown and Anchor, pure	8 65	8 80
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead		8 80
Painter's Perfect		8 10
Lowe Bros'. White, H.S.		8 80
Purity C.O. Co.'s. Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Tiger Pure	8 65	8 35
"James Genuine"		8 80
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	8 00	6 38
Genuine, 100-pound kegs, per cwt. ...	8 25	6 75
No 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$	17 50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per -00 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 60
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.
Tints in 5 lb packages, per 100 lbs. $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.....	See weekly report	
3 to 5 bbls.....	See weekly report	
6 to 9 bbls.....	See weekly report	

LINSEED, BOILED.

Single bbls. ...See weekly report	
3 to 5 bbls.....See weekly report	
6 to 9 bbls.....See weekly report	

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin - Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS, PLASTER.
Per barrel 2 25

PARIS WHITE.
In bbls. 0 90

PIGMENTS.

Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PRIMER.	Gal.
Luxeberry Primer .....$	2 55

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0.18
2 lb. cans	0.18
5 lb. cans	0.17
10 lb. cans	0.16
25 lb. cans	0.12
100 lb. kegs	0.11
½ barrels	0.10½
Barrels	0.10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums...	2 60	2 85
Bladders, in bbls.....	2 80	3 05

Pure Putty, 75c hd. advance.

SHELLAC.
Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls. ..	See weekly report	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. .....$	3.00

STAINS.	Gal.
Oil, & Spirit, Berry Bros..$	2.50
Water Stains, Berry Bros..	1.25
Berrycraft stain finish...	3.00
Shingletint, 5 gal. cans...	1.15

VARNISHES.

	Per gal. cans
Liquid Granite .....$	3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dulgloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastillite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 80
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.	Per lb
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old Enlgish Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38
Berry Bros. 0	45

WHITING.

Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

ZINC (DRY).
Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

Keep Going

Don't let nervousness about war conditions overcome your good common-sense. Keep moving. Don't sit down and mope and decide that the country is going to the dogs; that hard times are here and that there is no business to be done.

Prosperity is largely a mental attitude. So remember, our crops are larger this year and prices received for them are higher. Our country is alright. It is producing more than during the time of our biggest prosperity.

The markets for our products are expanding: the British Empire, the Allies, the neutral countries of Europe, Asia, Africa, South America, need either the foodstuffs we grow or the manufactured articles our factories produce.

So get busy, it is your duty to your country to keep things moving as usual. There is prosperity for us all if we keep going.

This is the time for courage and action, not blue funk and panic.

Every factory of The Sherwin-Williams Co. of Canada, Ltd., in this country and in England is running. We are going ahead with confidence and are planning bigger things than ever for the future.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
Offices and Warehouses: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11⅛ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2⅛ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
40% off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 16½c base; British Manila, 13½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 30 to 31 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.40 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb

ELECTRIC OIL HEATERS

Electric Oil Heaters are so constructed that they radiate heat like a Base Burner Stove. No oily substances can collect on the One-Piece Flame Spreader, thus keeping the Heaters always free from smoke and odor.

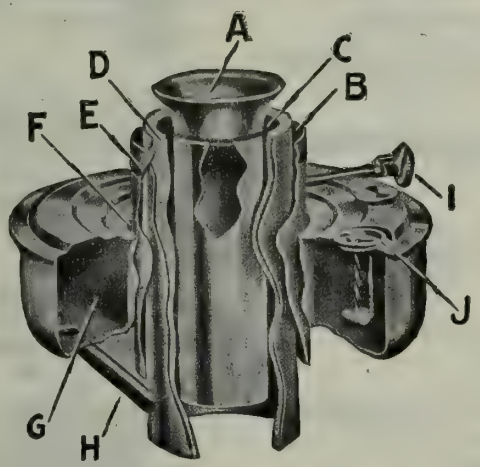


No. 01. Polished Sheet Steel, Nickel-plated Top, Japanned Middle Ring, Base and Legs. Height (bail down), 24 in. Seven-inch Drum. Capacity of Fount, two quarts. Weight, crated, 16 pounds.

You can recommend Electric Oil Heaters. They are strongly made, absolutely safe and give the maximum amount of heat. Now is the time to have these. Your Mail Orders solicited.

OUR SAFETY BURNER

A—Flame Spreader perfectly free from perforations.
B—Air Space outside of Wick Tube.
C—Air Space inside of Wick Tube.
D—Wick.
E—Outside Casing to Burner.
F—Air Space between Fount and Outer Casing.



G—Fount or Receptacle for Oil, entirely separate from Burner.
H—Feed Pipe conducting Oil from Fount to Burner.
I—Wick Control: prevents turning flame too high.
J—Automatic registering indicator.



No. 1—Nickel-plated Top, Middle Ring, Base and Legs. Capacity of Fount, two quarts. Height (bail down), 27 in. Seven-inch Drum. Weight, crated, 16½ lbs.

Our Safety Burners are so constructed that two spaces separate the Burning Wick from the Oil Fount, which, together with a large air chamber through the Burner, guarantee not only the most perfect combustion, but also absolute safety.

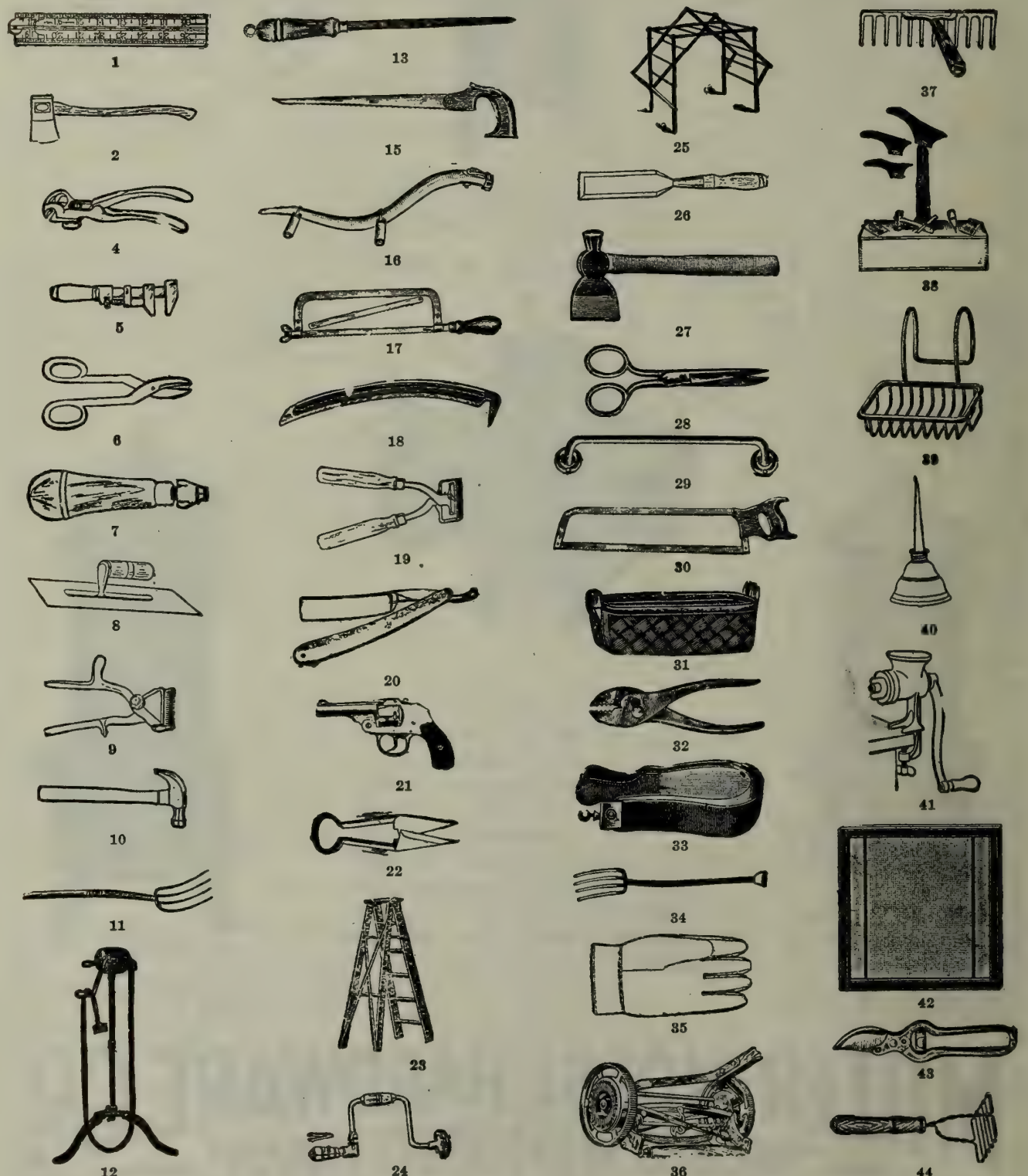


No. 2—Nickel-plated Top, Middle Ring, Base and Legs. Height (bail down), 28 in. Eight-inch Drum. Capacity of Fount, three quarts. Weight, crated, 19 lbs.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



HARDWARE AND METAL'S ELECTRO SERVICE

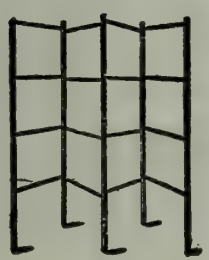

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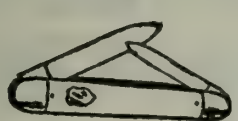

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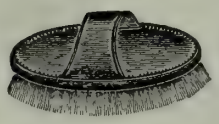

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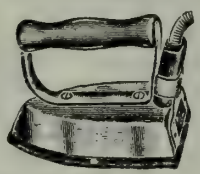

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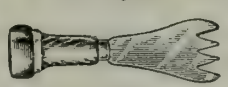

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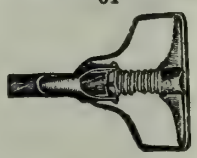

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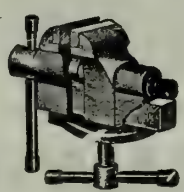

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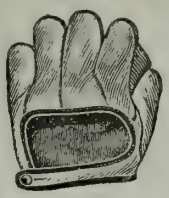

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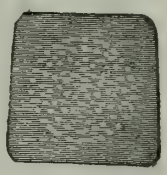

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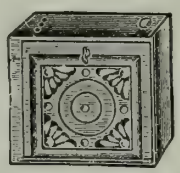

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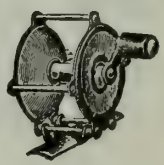

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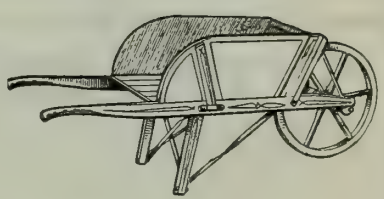

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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.



Red Devil Tools
Insure Confidence

Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in you.

It's worth investigating.

Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE
It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

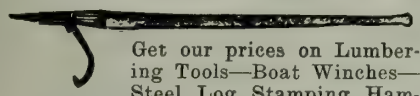
THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 **Three Rivers, P.Q**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND **LAMP BLACKS**

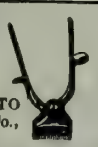


A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS





THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

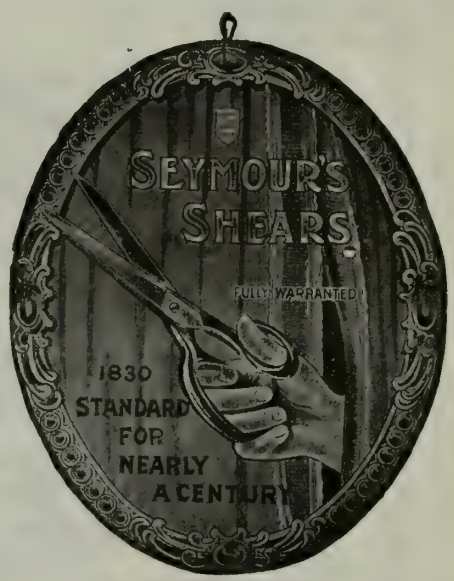
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles. Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO Montreal
Canadian Agents

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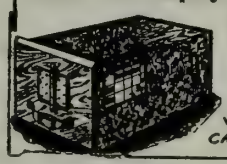
100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

GASOLINE LIGHT SUPPLIES

For any make of lamps. Now is the time to fit up your system with Mantles, Glassware, Generators, etc.

Pitner Gasoline Lighting Co., Limited
52 Colborne St. TORONTO, Ont.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

REDUCED

The Burrowes Ash Sifter

now retails from $2.25 to $4.75, with **big profits for the dealer.**

Our patent sifters are the only ones on the market with closed scuttle and double rims.

Demonstrated in your store they stand the dust test

Write for particulars and prices

The Burrowes Mfg. Co.
611 King St. West TORONTO, ONT.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

REGISTERED TRADE MARK

GRANTED 1682.

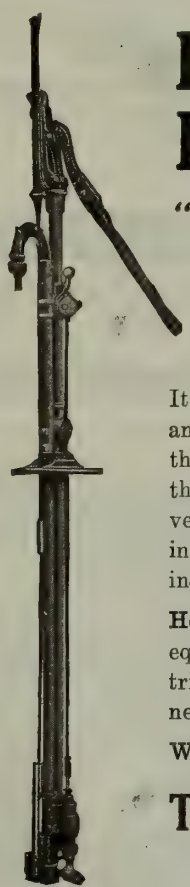
Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller - Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED

PORT ELGIN ONTARIO

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

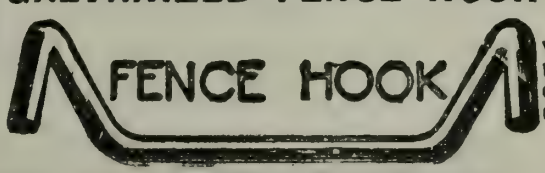
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets on Wire Fences***



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

AGENCIES WANTED

AGENCIES WANTED. — AN OLD ESTABlished firm in Montreal, with offices and first-class organization, wants selling agencies on commission. A chance for any line of business to open agency, with no expense except commission on goods sold. Best of references. Write Commission, c|o Hardware & Metal, Montreal. (40)

SITUATIONS WANTED

HARDWARE MAN DESIRES SITUATION AS manager or clerk. 14 years' experience. A1 references. Box 132, Hardware and Metal. (41)

MISCELLANEOUS

SEND $8 AND GET A FOLDING RUBBER bath tub, full size and guaranteed. Better than a bathroom. Address Ross, Gibson Block, Edmonton, Alta. (41)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Tenders will be received by the undersigned up to Oct. 10th, 1914, at a rate on the Dollar for a Bankrupt Stock of Hardware, Stoves, Tinware, etc., in the Village of Drayton, Wellington Co.

The stock consists of Hardware, etc., about $3,500.00; Tinsmiths' Tools, Horse, Rig, Cash Register, Shop Fixtures, etc., about $8.50.00

The stock is all new and in good order and is situated in one of the best farming sections of Ontario.

It will be sold as a going concern or in parcels to suit the buyer.

The Store is also for sale on easy terms or may be rented.

The Stock and Stock Sheets are open for examination.

The highest or any tender not necessarily accepted.

G. W. H. AWDE, Assignee, Drayton.



"A NOTICE"

to Tinners and Sheet Metal Men

To get ready; next Spring building promises to boom; with lots of Sheet Metal Work to be done.
Somebody must get it out. "Why not you?" Let us train you now in:—

Pattern Drafting: Construction Methods and Detailing

It's the Chance you've been looking for to advance. Get our METHODS; our Home Study Courses are "approved" by the Bosses' Apprenticeship Committee.
Employers, see to your Apprentices' Education; we instruct Classes as well as individuals by mail.
Write for full information to-night; it's free—no obligations.

THE NATIONAL SCHOOL
3553a Olive Street, St. Louis, U.S.A.

Electric Register

Guaranteed perfect order, 3 years old, 6 drawers for money, 4 for supplies. Apply to Box No. 131, H. & M., Toronto. 39

DOMESTIC ELECTRICAL WORK, BY William A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

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Signed .....

Town ..... Province .....

Big Profit and Satisfaction in Selling



"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be **readily converted into a Windmill Pump** by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

Big Sales

will come from boosting shells loaded with BALLISTITE or NEW EMPIRE powders.

Be sure to specify them when placing your next order for ammunition.

These powders are extensively advertised in the most popular sportsmen's magazines in Canada. This advertising is sure to bring you steady customers if you can supply the goods.

Write us for full particulars.

Nobel's Explosives, Ltd.
244 Chamber of Commerce
WINNIPEG



MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

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Are the very best made none excepted

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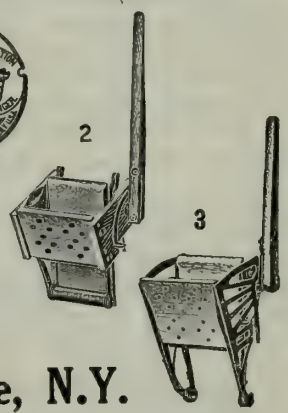
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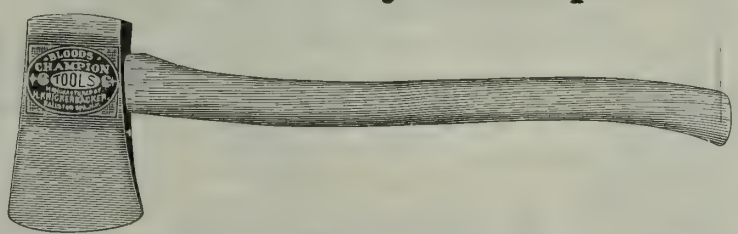
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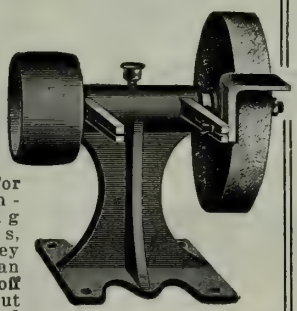
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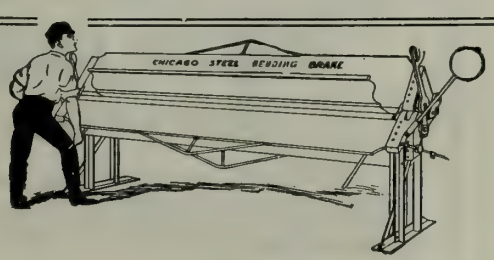
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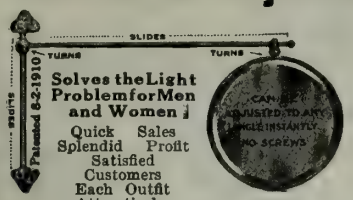
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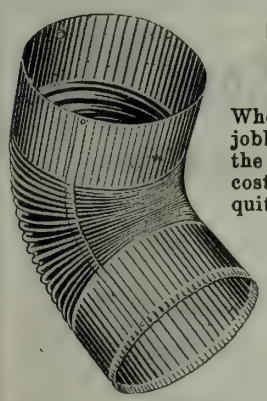
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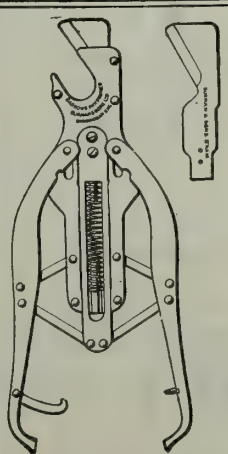
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Robt. Sorby & Sons, Ltd.
SHEFFIELD, ENGLAND

announce that they can make immediate delivery of tools from stock at Winnipeg.

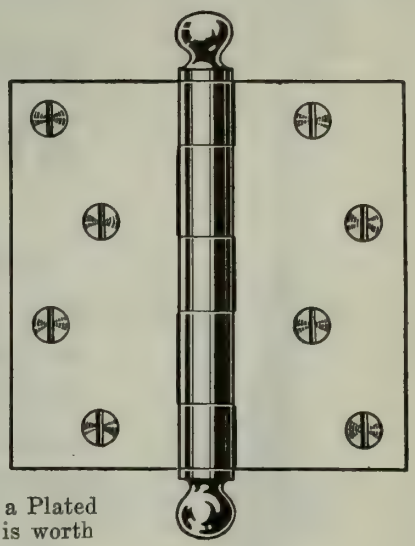
We have a huge stock and the war in Europe is not affecting our deliveries.

ORDERS TO

THE GEO. H. SAYWELL CO.
WINNIPEG, MAN.

S.W. ← *That Trade-Mark*

On the back of a STANLEY No. 241 Butt Distinguishes the Original No. 241 Butt sold in Canada and elsewhere from inferior imitations.



The Stanley No. 241 is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, be cause it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide—that's enough. **We can make prompt delivery in any quantity of all Stanley Products.**

Failing to get Stanley No. 241 Butts from your jobber, we shall be pleased to quote prices direct.

See page 1 for ¼-page advertisement.

THE STANLEY WORKS

A. Macfarlane & Co., Montreal. Canadian Representatives

Chicago **NEW BRITAIN, CONN.** **New York**

CLASSIFIED LISTS OF ADVERTISEMENTS

Pails.
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Can. Fairbanks-Morse Co., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Can. Fairbanks-Morse Co., Montreal.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
E. T. Wright Co., Hamilton, Ont.

Pipe Cutters.
Can. Fairbanks-Morse Co., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

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Buck Bros., Milbury, Mass.

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John Lysaght, Ltd., Bristol, Newport and Montreal.

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P. & F. Corbin, New Britain, Conn.

Pumps.
Can. Fairbanks-Morse Co., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Kir-Ben, Ltd., Almonte.
McClary's, London.
Galt Stove & Furnace, Galt.
Gurney Foundry Co., Toronto.
Clare Bros., Preston.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
Jas. Stewart Mfg. Co., Woodstock.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Gurney Foundry Co., Toronto.

Ranges, Electric.
Northern Electric Co., Montreal.

Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

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Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y

Red Lead.
Brandram-Henderson Co., Montreal.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.
Sanderson & Harold Co., Paris.

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Barr Registers, Ltd., Trenton.
Dominion Register Co., Toronto.

Registers.
Kir-Ben, Ltd., Almonte.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney

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Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.

Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
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Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

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Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Rules and Gauges.
Can. Fairbanks-Morse Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Taylor Forbes Co., Guelph, Ont.

Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.

Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.

Screen Doors and Windows.
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Can. Fairbanks-Morse Co., Montreal.
Lundy Shovel & Tool Co., Peterboro.

Shuttles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silencers.
Can. Fairbanks-Morse Co., Montreal.

Silver Polish.
American Metal Polish Co., West Somerville, Mass.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

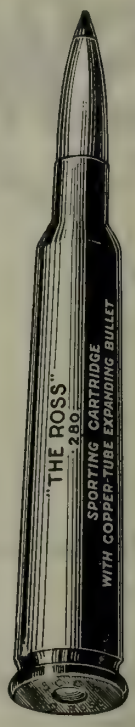
Store Ladders.
Richards-Wilcox Canadian Co., London, Ont.



EVER SELL AMMUNITION AT SO MUCH A HEAD?

Ross .280 Sporting Ammunition with copper tube expanding bullet (patented), may seem dear alongside of some ammunition, etc., but after reading what it does, how big game, seemingly lightly hit, falls paralyzed in its tracks — thus enabling sportsmen to materially increase their bag—one sees that the price per round is far from being the most important consideration.

It's a good time now to sell Ross Rifles and Ross Ammunition.

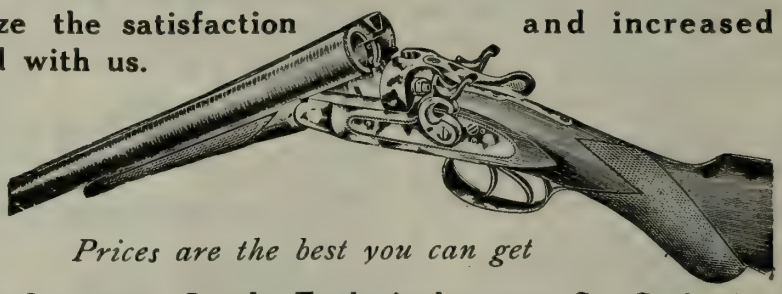


THE ROSS RIFLE COMPANY

QUEBEC, CANADA

GUNS—GUNS—GUNS

You cannot realize the satisfaction and increased profits you can get until you deal with us.



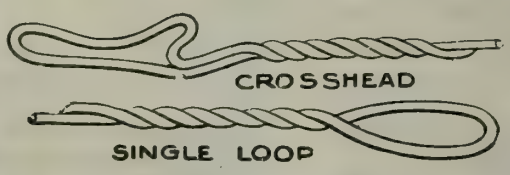
Prices are the best you can get

Our Stock of Guns is Complete 8 to 44 Gauge.

Ammunition in all regular and special calibers in stock.

A. E. BREGENT—Sporting Goods Exclusively—192 St. Catherine E., MONTREAL

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our **WIRE NAILS** and **STAPLES** as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

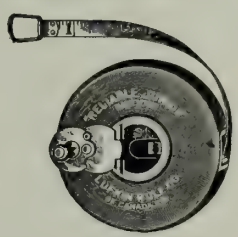
GUTTA PERCHA & RUBBER, LIMITED

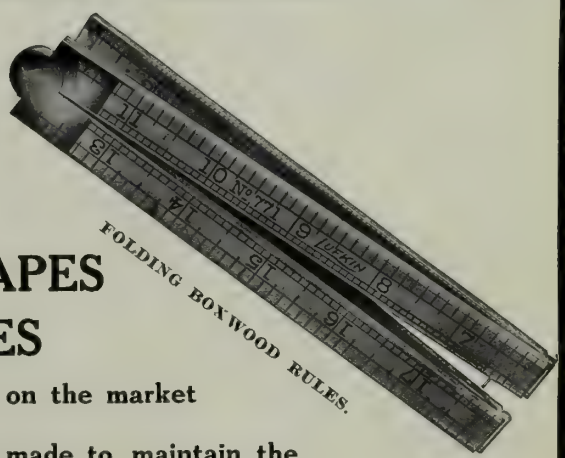
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER







MEASURING TAPES
STEEL RULES

We make the most complete line on the market of goods of this kind.

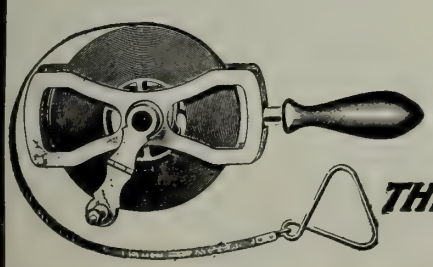
Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

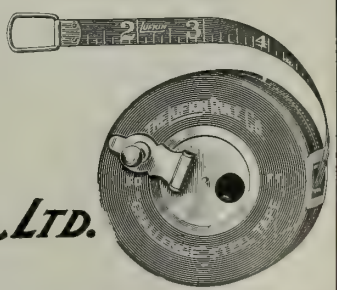
GOODS UNDER THE LUFKIN TRADE-MARK

Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

This Chain of McKinnon's

is
The Best

Because—it's made on automatic machines, assuring perfect welds.

Because—it's made with a 25 per cent. larger, and therefore stronger, weld.

Because—it's actually tested and inspected before being shipped.

is
The Cheapest

Because—it's made in Canada, the only welded chain made here.

Because—it's made on machines in large quantities, at low cost.

Because—it's fully guaranteed, lasts longest, wears best.

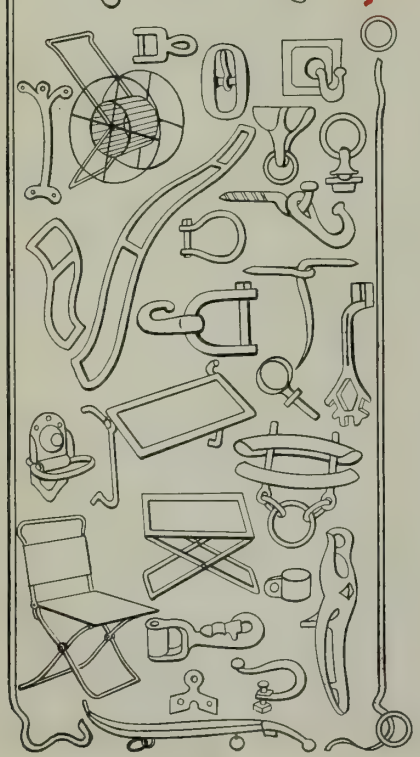
MADE BY

McKinnon Chain Company
ST. CATHARINES, ONT.



See the Swell Weld?

McKinnonize Your Stock



There is an atmosphere of dignity about those stores that specialize on a few of the great, well-known lines—branded goods that through years of service have proven their worth. A complete stock of McKinnon Products will draw trade—they are known from coast to coast to be high grade.

SOME McKINNON PRODUCTS

Steel Hames
Rings
Snaps
Iron Hames
Bits
Dees
Wood Hames
Buckles
Cockeyes
Terrets & Hooks

Carriage Dashes
Whip Sockets
Carriage Fenders
Carriage Hardware
Wrenches
Shaft Leathers

Auto Chairs
Hammock Hooks
Boat Trimmings
Hose Reels
Camp Stools
Kettle Ears
Neckyoke Trimmings
Third Seats
Can Handles
Wagon Hardware

LEADING JOBBERS CARRY A COMPLETE STOCK

McKINNON DASH COMPANY
BUFFALO, N.Y. ST. CATHARINES, ONT. TROY, OHIO

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 40

October 3, 1914

LOYALTY TO BRITAIN

To the Hardwaremen of Canada:—

All Hardwaremen cannot go to the front to fight, but all can have an equal share in supporting the industries of Britain at this critical time.

The life of a nation lies in its commerce and it is imperative that British Mills be kept going and that British workmen have sufficient employment to live without assistance.

Many Hardware and Sheet Metal lines are not produced in Canada, and before placing your orders elsewhere for such lines, we appeal to you as patriotic citizens of the Empire to at least give the British maker an opportunity to accept the business.

The seas are now clear to British shipping, the extra cost, owing to the war, is not now excessive, and orders for most lines can be filled with prompt despatch. Our own principals, without exception, are prepared to fill their orders at reasonable prices and without undue delay.

A. C. LESLIE & COMPANY, Limited

MONTREAL

Headquarters for—TINPLATES, CANADA PLATES, INGOT and SHEET METALS

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

Take Your Choice of These Two Attractive Carborundum Display Cases

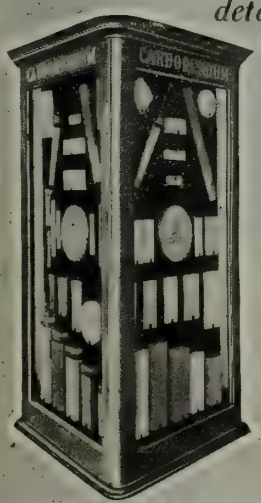


THE little rectangular golden-oak Display Case has a glass-covered display panel right in the door.—Plenty of room for stock inside. The case is twenty-four inches high—just right size for counter or window.

The triangular case is made of quartered-oak; has two big glass-covered display panels—stock-keeping shelves inside.—Both are permanent store fixtures you will be proud to have.

Either Case Given Free with Assortment of Carborundum Sharpening Stones

Suppose you write for complete details



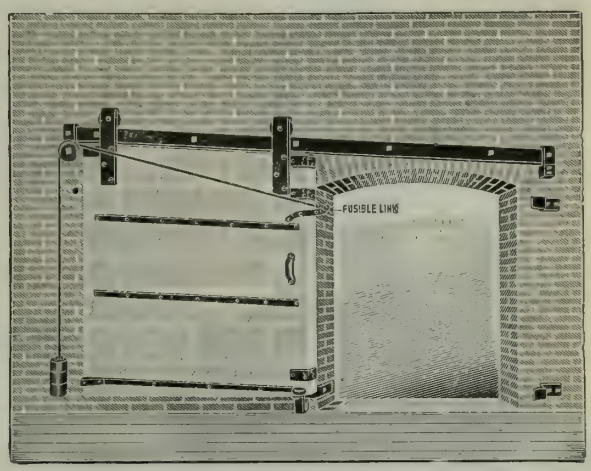
The Carborundum Company

Niagara Falls, N. Y.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

HOW ABOUT THE HARDWARE FOR THAT NEW FACTORY IN YOUR TOWN?



FIRE-DOOR HARDWARE

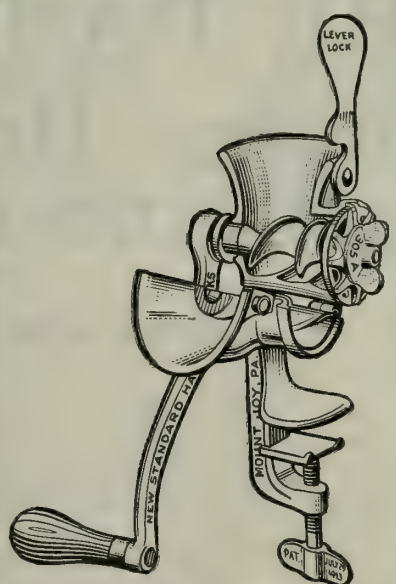
All Styles—Sliding—Swing—Vertical

Tested and Approved by the Underwriters' Laboratories (Inc.) Under Direction of the National Board of Fire Underwriters and Canadian Fire Underwriters' Association.

Have you our special Fire-Door Hardware Catalogue?

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.

THE "NEW STANDARD"



Sets a "New Standard" in

FOOD CHOPPER EXCELLENCE

SANITAIRE

By means of a Lever Lock it opens wide like a book and is instantly cleaned.

Exclusive **"New Standard" Features**

Self-Cleaning
Shear-Cutting
Self-Sharpening
Chops Without Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

IT SELLS ON SIGHT

Price no higher than others. **A size for every purpose.**

Write your jobber; if he cannot supply you, write us.

NEW STANDARD HARDWARE WORKS, INC.

MOUNT JOY, PA., U.S.A.



MORRISON J. M. T. ALVES

J. M. T. Valves represent more than a means of merely closing a pipe-line. They are designed to fulfill every service a good valve should render. They have full pipe opening through the valve, offering a minimum resistance to flow. Built with extra heavy and rigid body enabling them to withstand strains due to expansion and contraction of the piping. Fitted with renewable "radium" or copper discs and a lock-nut device which permits the easy removal of old discs. They are made only of high-grade steam metal, carefully cast and machined to have all parts interchangeable. Each valve is subjected to a severe test before leaving our factory. **We make a J. M. T. valve or cock, in brass or iron, for every purpose.**

TRADE MARK J.M.T. REGISTERED Every valve is stamped with our trade-mark, which is its guarantee of quality.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide St. W. Toronto, Canada

BE PATRIOTIC

Encourage Home Industries

Buy **JENKINS BROS.' VALVES**

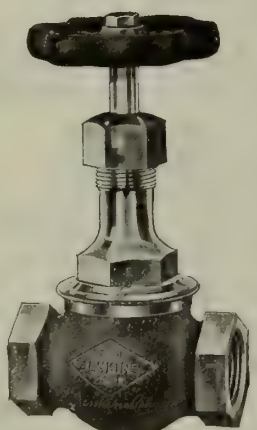


Fig. 106.
Brass Globe Valve,
Screwed.
Standard Pattern.

They are the best for all services

Why send abroad for valves when such splendid goods are made right here in Canada by a Company whose name is a by-word in every Country in the World?

Jenkins Bros.' Valves are stocked by all first-class dealers.

Catalogue sent free upon request.

JENKINS BROS., LIMITED

103 St. Remi Street Montreal

PERFECTION ASH SIFTERS

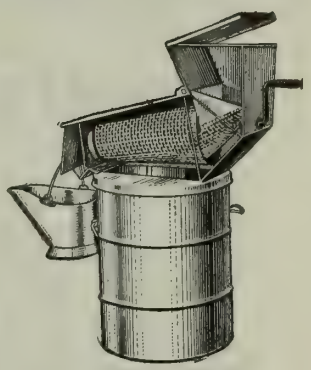
HEAVY GALVANIZED STEEL

Effect a **Great Saving** in the expense of heating, besides affording a Cleanly and Dustless means of disposing of ashes.

The Simplest, Quickest, Cleanest and most effective method of **Saving Cinders and Unburnt Coal** ever put before the people.

The Removable Top Casing makes it very easy to get at the interior. The Gravity Dust Damper in the outlet prevents dust going out with coal and cinders.

The Stationary Screen in the Hopper, together with the Tapering Rotary Screen, sifts large quantities of ashes quicker and cleaner than any other sifter.



Showing Interior.

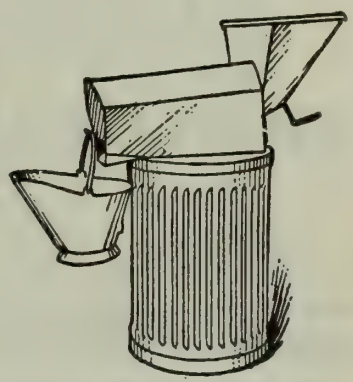
TRIUMPH ASH SIFTERS

HEAVY GALVANIZED STEEL

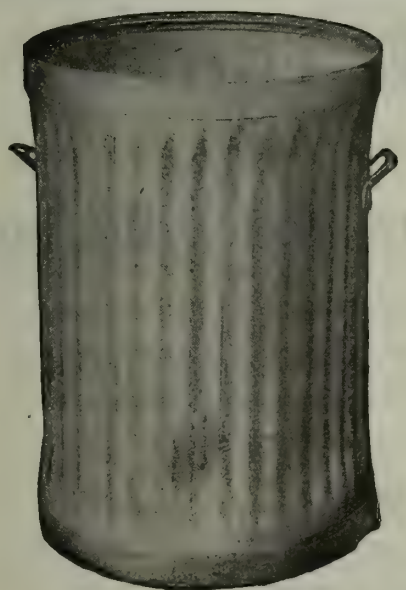
A Practical, Effective and Durable Sifter at a moderate price. Sifts Ashes Thoroughly and Quickly.

The General Construction is very much the same as the Perfection Sifter, except that it does not have the Stationary Screen in the bottom of the Cinder Chute.

Has Heavy Galvanized Steel Body and Can Cover, Double Lock Seamed, Revolving Cylinder of Heavy Galvanized Hardware Cloth, with Galvanized Steel Bands at the ends.



Shown on Can. Sold Without Can.



Sold Without Cover.

NEVER BREAK ASH CANS

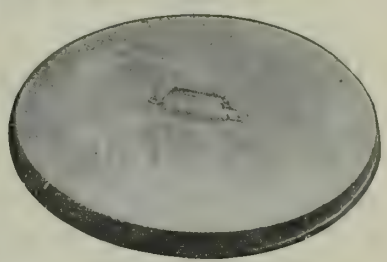
Extra Heavy Corrugated Galvanized Steel, with Heavy Band Riveted to Top and Bottom Rims.

Galvanized Wrought Steel, Riveted Side Handles.

Strongest and Best Ash Can on the Market.

Two Sizes:

18 in. diameter, 25 in. high.
16¾ in. diameter, 25 in. high.



CAN OR BARREL COVERS

Fits 18-inch can or common wood barrel.

Far superior to wood cover. It laps over side of barrel, keeping out rats and insects.

INVESTIGATE THIS LINE BEFORE YOU BUY

It is now time you were preparing to buy your Fall requirements

LEWIS BROS., LIMITED, MONTREAL

A FREE MOTION WINDOW DISPLAY

that will compel attention to your windows is offered as a *special* feature in connection with

Bissell's Christmas Offer

now in force.

THIS IS IN ADDITION TO THE PREMIUM SWEEPER

which has become a regular feature of this Offer. Bissell's Roto-Brilliant Display is an absolutely new advertising novelty never before used by any manufacturer. It stands over 30 inches high and is made of an elaborately lithographed "cut-out" standard with a large *revolving* shade above, lit up and operated by an ordinary 16 c.p. electric light.

It applies to orders for less than one dozen sweepers as well as to the regular dozen assortment.

Write for a copy of our Christmas Offer Announcement illustrating this device in full colors and containing full details of the Offer.

You are cordially invited, whenever you are in Grand Rapids or New York City, to call and look at our line of carpet sweepers and vacuum cleaners.

BISSELL CARPET SWEEPER CO.

Grand Rapids, Mich.

(Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World.)

Branches:

New York City. (Sales and Stockrooms and Export Department) 25 Warren St.

Niagara Falls, Ont. (Factory)
Paris, France.
London, England. (Agency.)



Bissell's Roto-Brilliant Window Display

TO THE HARDWARE TRADE

If you are not already doing so, study your own interests and order a stock of

"Maple Leaf" Brand Stitched Cotton Duck Belting

It will give you a better return for the money invested than any other kind of belting.

Get a move on among the factories in your neighborhood, and you will be convinced of the utility of stocking **"Maple Leaf."**



You should know our jobbers' prices. If you don't, write us, and we will be pleased to post you.

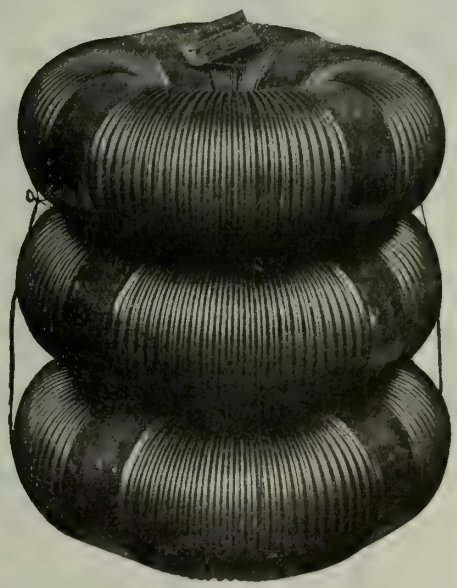
"Maple Leaf" is the strongest, truest running, most economical and efficient belt on the market.

MANUFACTURED ONLY BY

Dominion Belting Company, Limited

HAMILTON, ONTARIO

Do You Need Elbows?



S M P has them—thousands of dozens—plain or polished—tin or galvanized.

S M P elbows fit our own or any standard stove pipes.

S M P elbows have real rivets in both ends.

S M P elbows are SMP "QUALITY" goods.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Two Real Advantages of



"Nero" Lawn Hose comes in 500-foot lengths. No odd pieces left over at season's end.

GOODYEAR
MADE IN CANADA
Lawn Hose

1

Goodyear "Nero" Lawn Hose offers a real advantage to the hardware dealer. It comes in 500-foot lengths. Orders of all sizes can be filled without there being any odds and ends left over at the end of the season. That adds to your profits.

"Nero" Lawn Hose is made for heaviest pressures. It has a special 2-ply braided fabric construction without a seam. It cannot kink or snarl. Tension is always uniform throughout. The inner tube is of the finest laboratory tested rubber. The outer cover is smooth or corrugated, as desired.

2

Another Goodyear leader is "Reliable" Lawn Hose. This is a strong, durable Lawn Hose, yet light and easy to handle. The feature of its construction is that the fabric is cut on the bias, butt-ended and cross-stitched. No cement is used. There is no humping at the seams, no overlapping, no danger from bursting, as where cement is used. Made with 4 plies of fabric in ½-inch size, and 5 plies in ¾ and 1-inch sizes.

Goodyear Dealer Proposition

Write for the Goodyear dealer proposition to-day. This includes catalog, quotations and some interesting things which will enable you to increase your sales in Lawn Hose. Do not place your order for next season's requirements until you have learned what an opportunity this proposition brings you.

The GOODYEAR TIRE & RUBBER COMPANY of CANADA, Limited

Head Office, TORONTO, ONT. **Factory, BOWMANVILLE, ONT.**

Branches at Victoria, Vancouver, Edmonton, Calgary, Regina, Winnipeg, Hamilton, Ottawa, Montreal, St. John, N.B.

Amatite ROOFING

Its mineral surface is fire-resisting.

Saves labor, trouble, money

The first cost of Amatite is low.
You can easily lay it yourself — a saving in labor and expense.
It requires no painting, a big saving in money, labor and annoyance.
To buy it means satisfaction.



Sample on request.

THE PATERSON MANUFACTURING COMPANY, LIMITED

Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.



SAMSON AXES



¶ Have the balance and weight in the right place for a swift, true, hard stroke.

¶ Forged from one piece of high-grade steel made specially for these axes.

¶ Will give long and satisfactory service whether put to the strenuous use of the backwoodsman or the more general use in the home.



AB-SO-LUTE-LY GUARANTEED

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



No. 915 Safety Hasp

No. 915
Wrought Steel
"Safety" Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co., Ltd., Hamilton, Canada



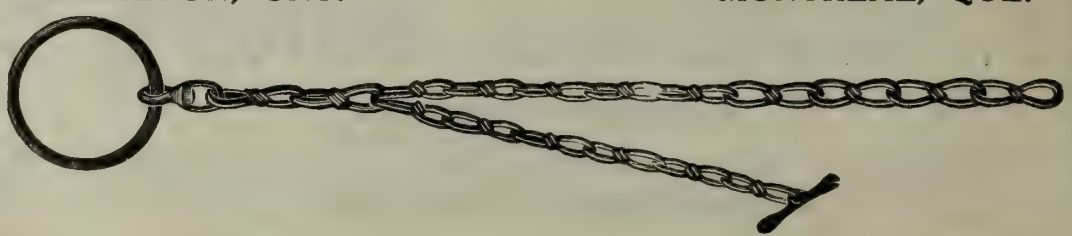
GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.
Made in six styles and six sizes.
Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



THE

STEEL COMPANY OF CANADA

LIMITED

HAMILTON

Wood Screws,
Machine Screws,
Bright Wire Goods,
Pig Iron,
Cable,
Escutcheon Pins,
Wing Boot Calks,
Rivets and Burrs,
Spikes,
Wire Hoops,
"Invincible" Fencing.

PEACE REIGNS

With Dealers Handling Our Lines.

We can give you the Service and Satisfaction you require.

"TIGER BRAND" White Lead

Steel and Iron

Horse Shoes and Horse Shoe Nails

"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment

Pole Line Hardware

Write Us for Prices and Information.



Wrought Pipe,
Lead Pipe,
Bolts and Nuts,
Corrugated Fasteners,
Wire,
Wire Nails,
Tacks,
Staples,
Shot,
Putty,
Forgings,
Stove Scrapers.



Sales Offices:

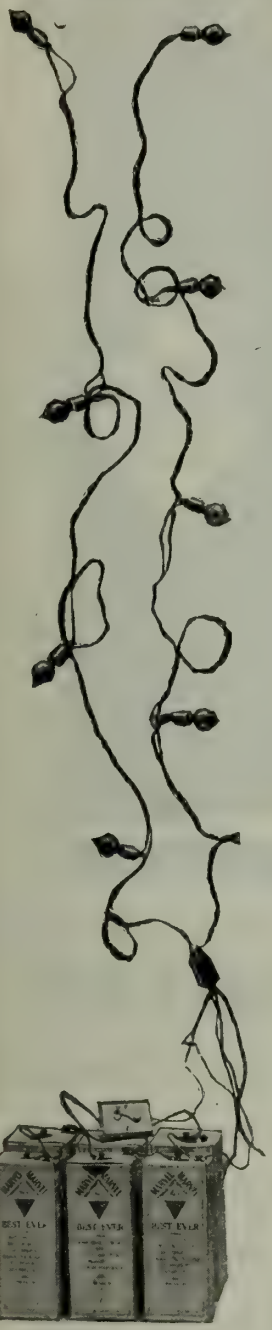
HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

Good Times Ahead

THE sudden breaking out of war caused many to "run to cover." Like the chicken on whom the rose leaf fell, some of us became a prey to fear and were ready to declare "the sky is falling."

Now our vision is clearing, our alarm has fled, we have recovered our poise and our courage. We are seeing, also, our opportunity. Swiftly and almost overwhelmingly has come to us the perception of the fact that the competition of Continental Europe has been taken away. We are faced with a condition and an opportunity both tending to our advantage as a country of industry, agriculture and trade. Good times are ahead, if Canada and Canadians see and seize the present opportunity for enlarging their industries and trading.

We must be careful. We must have courage.



FRANCO

Christmas Tree
and



Decorative Lighting Outfits

for use with batteries

or

on house current.

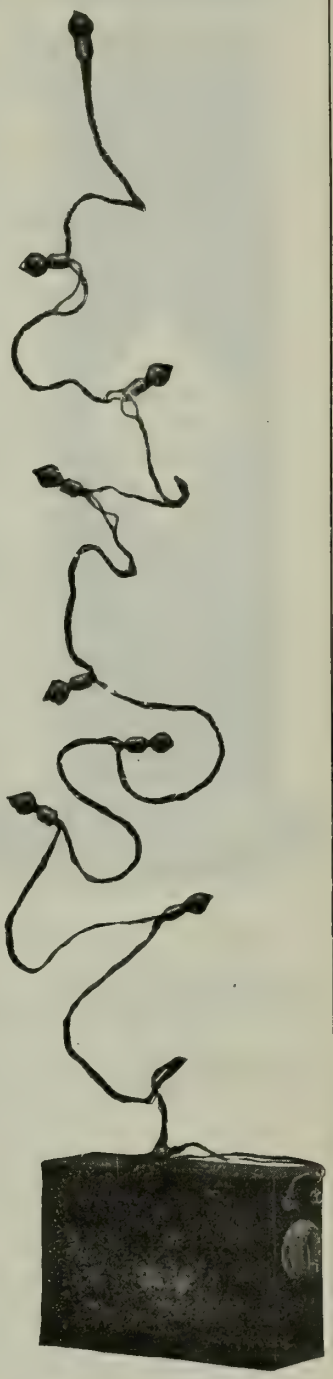
New Unbreakable Sockets

also

Fruit, Flower and Figure Lamps for use with these sets. Now is the time to order to insure deliveries.

Write for descriptive circular and prices.

We are also headquarters for the famous "FRANCO" Wireless Flashlights and Radio Batteries.







Interstate Electric Novelty Co. of Canada Limited

220 King St. West

TORONTO ONT.





50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

Sell the Files by which All Others are Judged

NICHOLSON-MADE-FILES

50 years' experience.

An annual capacity of Sixty Million Files per year.

Over 4,000 different patterns.

Direct control of every manufacturing process, from raw steel to finished file.

Special Machinery, Expert workmen, and The most rigorous tests.

Insure to every NICHOLSON-MADE-FILE a uniformity of balance—a degree of extraordinary efficiency—a measure of such unusual economy—that make these files the inevitable standard by which all others must be compared and judged.

NICHOLSON-MADE-FILES never had any *real* competition. That's why 90 per cent. of all the files sold in Canada are NICHOLSON-MADE.

Ask Your Jobber for One of These Brands:

Kearney & Foot *Great Western*
American *Arcade* *Globe*

MADE BY

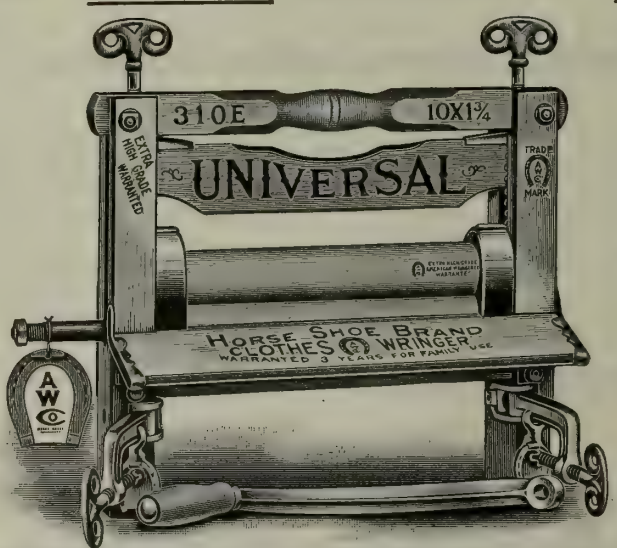
NICHOLSON FILE CO. Port Hope, Ontario

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price.

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

A Confidential Chat With Our Readers

DON'T FORGET THE FARMER'S MONEY.

Isn't it fortunate that the panicky millionaires of our large cities, control, after all, only a "minority report" on the Dominion's business situation? Some of the people we talk to, fresh from their limousine with its liveried chauffeur would lead us to believe that there is nothing but blue ruin ahead of us—because, forsooth, their gambles in stocks or real estate are not pouring in the golden dollars that they did, a few short months ago.

But it is certainly refreshing to hear from those who are close to the farmers—who really work, and who produce real wealth, in the shape of the most saleable commodities on the market to-day.

The majority of Hardware and Metal's subscribers are situated in localities where the farm trade is a big consideration. With many of them, it is the chief consideration; with some, it is the sole consideration. And these are the merchants who are happy to-day, not only in a good business at the present time, but also in excellent prospects for continued good trade, in the future.

During the past few days, Hardware and Metal has received a number of letters from such merchants, giving information as to present business conditions in their localities. These letters are as good as a tonic. Some of them were reprinted in our September 26 issue. Others appear this week, and they are all worth reading.

Inquiries For Furnaces.

Every hardwareman in the trade, will derive encouragement from the letter of J. R. Hambly, Barrie, Ont. Mr. Hambly is noted for his eagerness in going after business; and it is not surprising to hear that he is receiving plenty of inquiries for furnaces, from his rural customers. More than that, he is actually making many furnace sales —more than usual for this season of the year. What better proof of the intrinsic soundness of Canadian business could be desired, than the fact that Canadian farmers are displaying a keen interest in making their homes more comfortable, even when it involves such a comparatively large expenditure as the installing of a new furnace?

Hard Times Largely Imaginary.

The majority of our subscribers who have written us on this subject, state that the farmers in their districts would not know of the existence of hard times, if it were not for the news, scattered broadcast in the city papers, of factories closing down or reducing their staffs. This has had a tendency, in some cases, to make farmers tighten their purse strings, but even in these cases, there are signs of a gradual relaxation.

What some people find difficult to bear in mind, is that Canada's big industry is farming. So long as we have a fertile soil, and our farmers are able to get a good price for their products, just so long will Canada, as a whole, have prosperity, and both those conditions are decidedly in evidence, this year.

Our investigations have proven that merchants who do business with farmers, are either ahead of last year, in their turnover to date, or, at least, are doing just as well. This opinion is corroborated by jobbers whom we have consulted, and who say that their collections from the rural districts, are quite up to normal.

There are assuredly silver linings to the clouds that are hanging over the business world, just now.

WATCHING THE TRADE PAPERS.

If you will look into the methods of most successful hardware merchants, you will find that they are very close readers of Hardware and Metal, for they realize the necessity of knowing everything possible, about the various departments of their business, and Hardware and Metal's weekly issues keep them thoroughly informed.

A big Western jobber recently referred to this in a personal letter to one of his travelers. Said he: "We all get a great deal of good out of our trade newspapers. I remember when I first went on the road, I used to watch for the news in the trade papers, and that is how I first became acquainted with the ——— furnace."

This letter, from a man who has made a conspicuous success in the hardware trade, contains a suggestion for every Canadian hardwareman. And that suggestion refers just as much to the advertisements as to the news pages. Indeed, the advertising pages of Hardware and Metal, invariably contains news of the highest importance. Many a dealer can date a long period of profitable seasons, from the time that he secured some high class agency through an advertisement in Hardware and Metal.

In this very issue of Hardware and Metal, there are many advertisements which offer big opportunities to live hardware merchants. Do not lay your copy aside until you have carefully perused them.

The Introduction of Copper

into the high-grade Open Hearth Steel used for our

Keystone Copper-Bearing Sheets

BLACK AND GALVANIZED

is another indication of our leadership. If you desire the best RUST-RESISTING Sheets on the market to-day — demand KEYSTONE. Our booklet tells why. Shall we send it?

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

SELLING AGENTS FOR EASTERN CANADA FOR

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

Branch Offices, WINNIPEG AND VANCOUVER



Fires the first shot first

"You can't forget to make a Colt Safe"

Colt AUTOMATIC PISTOL

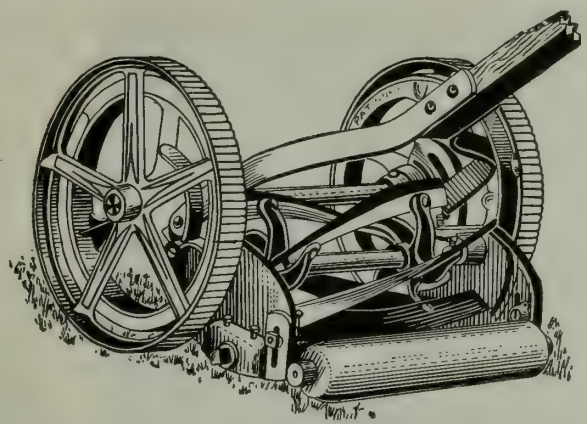
A Colt is SAFE AGAINST ACCIDENTAL DISCHARGE. SOUND IN QUALITY AND WORKMANSHIP. SURE IN GETTING RESULTS.

Colt Automatic Pistols and Revolvers are recognized throughout the world as leading in the battle for supremacy.
Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

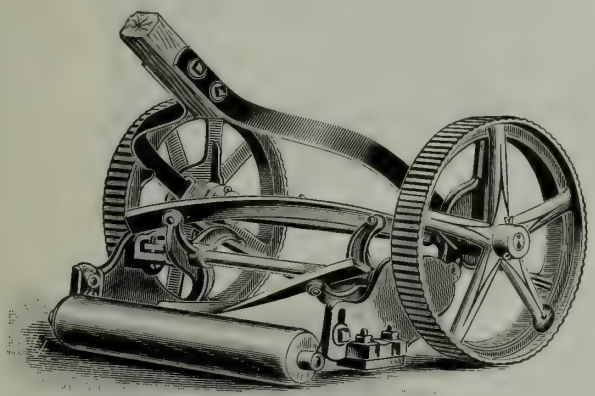
OR

A. MACFARLANE & CO., LTD., Coristine Building, Montreal



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil-tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Star" Lawn Mower

Cast steel knives, oil-tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard Maple.

Three-knife cylinder, 9-inch wheels. Same high-grade steel used in this mower as in the Woodyatt.

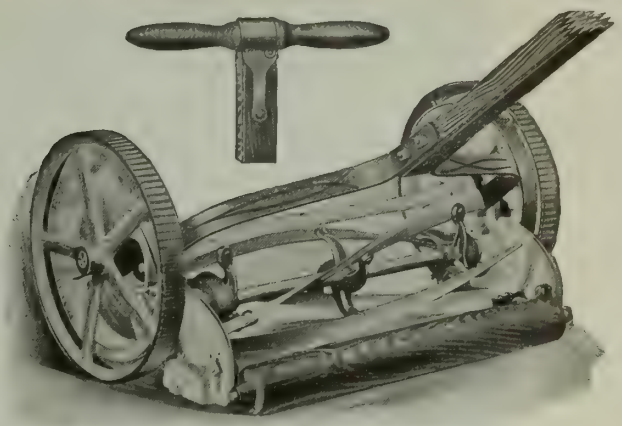
If your jobber does not handle our line, write us direct for prices and particulars.

Taylor-Forbes Co.
Limited

Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co. - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass-box attachment.

Sew the seed for better Lawn Mower Profits next year by specifying

"Taylor-Forbes"

when placing your order with your jobber

THE TAYLOR-FORBES QUALITY AND PRICE

means big value to the user and increased prestige for you.

Why import lawn mowers? **Our prices are lower** than those of imported ones, and the quality **undoubtedly better.** By patronizing home industry you keep the money in your own country and give employment to Canadians.

With each and every Taylor-Forbes Lawn Mower there's the following **Guarantee:**

If for any reason, at any time within one year from date of purchase, the Taylor-Forbes purchaser is not completely satisfied, we insist on giving him a new machine or refunding his money.

Be sure to write your jobber for our NEW PRICES for 1915

Deserters

ARTEMUS WARD, the famous American humorist, whose humor sometimes was a lance-thrust, once said that he was willing to sacrifice all his first wife's relations on the altar of his country. Many a man has been willing to let others do his fighting for him—willing, also, to share the rewards of peace and victory. Men of this type belong to the deserter class.

In Canada are hundreds of business firms striving with all their might to make better times for themselves and their communities. To them all honor.

But there are other firms—manufacturers, wholesalers and retailers—who are "standing pat," "playing safe," doing absolutely nothing to build up business. They are mere lookers on, not participants in the valorous struggle of their brethren to maintain and establish good times.

Look about you and you will find in the advertising columns of this and other newspapers many messages from firms with a sturdy confidence in the future.

Lifter or Leaner—which are you?



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

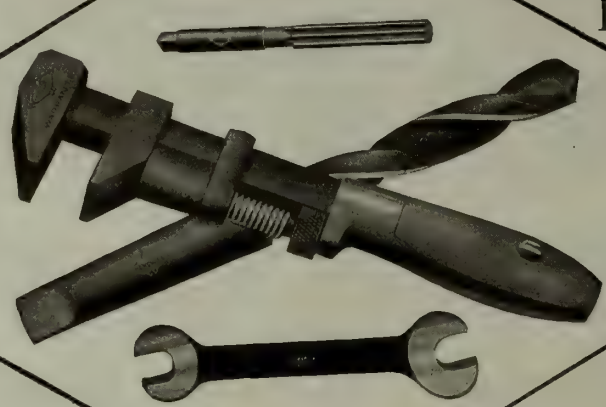
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED

W  B

REAMERS
CARBON AND
HIGH SPEED

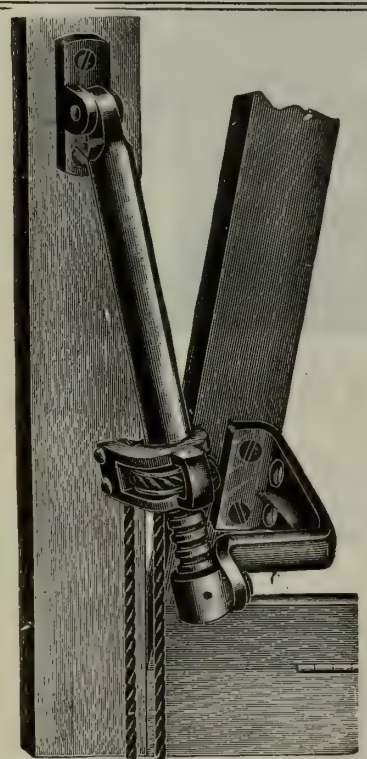
CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.
Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

EVERED

ESTD 1809 — & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes



Starrett -

The Name that Guarantees Accuracy in Fine Tools

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Starrett Vernier Calipers

Tools and instruments bearing the name "Starrett" are used to-day in thousands of plants on the finest work by expert toolmakers and machinists, because experience has taught them that Starrett Tools are reliably accurate and permit rapid, efficient work.

The almost universal use of Starrett Vernier Calipers by high-grade mechanics is a splendid example of the recognized merit of Starrett Tools.

The Starrett Vernier Caliper is a handsome, perfectly finished instrument which every machinist is proud to own. Its most important feature is the quality of its graduations. These are so sharp and well defined that readings to 1-1000 of an inch with the vernier may be made more rapidly and with more nearly absolute accuracy than with any other vernier.

Test this yourself by comparing under a microscope the graduations on a Starrett Vernier with any other. Our secret graduating method makes possible these perfect graduations.

Every hardware man should become acquainted with the many superiorities of Starrett Instruments. Be sure to have a supply of catalogs No. 20 MA to give to customers.

42-382

The L·S·Starrett Co·,Athol,Mass·

World's Greatest Toolmakers

New York London Chicago



No. 130

This Beats the "YANKEE" No. 30

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.



No. 131

The spring in the handle holds the tool extended in any position — keeps the bit in the slot — drives the handle back quickly for the next thrust.

Show them to the mechanics—they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.

Have you a full set of selling helps on Yankee Tools—show cards, etc.?

Let us supply you.

North Bros. Mfg. Co.

PHILADELPHIA, PA.

The User is a good salesman—and you get his services FREE

His recommendation to his neighbors quickly multiplies sales



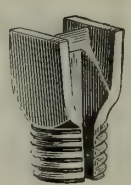
Neverslip Shoes and Calks

SAVE HORSES, TIME AND MONEY

Horseshoers and Horseowners unite in recommending RED TIP CALKS. **Neverslip Calks stay sharp an exceptionally long time** — and when they get dull they can easily be replaced with new ones in 20 minutes.

As no tool will do all the work so no calk is made that will meet all conditions.

We have different styles of calks so as to meet every condition.



Keystone

REMEMBER

All good articles have imitations. To protect you against fraud and substitution



No. 4



No. 5

ALL GENUINE NEVER SLIPS HAVE RED TIPS.

Our booklet T gives full particulars — write for it.



No. 1

THE Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:

559 PIUS IX AVENUE, - MONTREAL

A Friend Maker

Third of a Series of Talks Outlining Opportunities And Ways To Sell Rope.

There are over twenty-five classes of "contractors," so-called, and most of them use rope.

The work of these buyers may vary greatly, but their rope problems are much the same. All need a strong, durable product that will "stand the racket."



PLYMOUTH MANILA ROPE

three- or four-strand, as the task may demand, is what the wise ones use regularly. Educate others to see its advantages.

For pile-driving and heavy hoisting, recommend Plymouth Manila Best Fall. It's made from selected stock.



The contractors with headquarters in your community may be few, but the number working there in a year's time is perhaps large. Catch them on the "job" and sell them Plymouth.

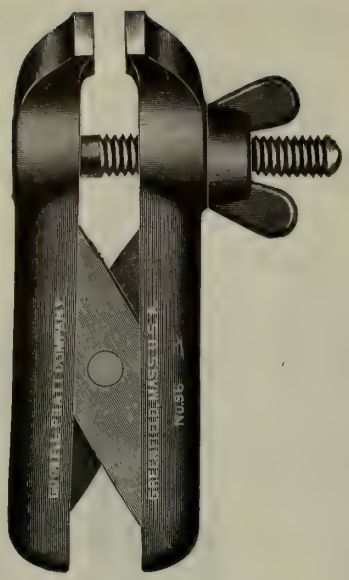
The contractor is one of the hardware store's best customers. Sell him *Plymouth* Cordage and you've won a staunch friend.

Independent Cordage Co., Limited

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



Goodell-Pratt's

No. 96

The Jaws are always parallel. Jaw Faces are scored and case-hardened.

1500 Tools—Catalog Free

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U. S. A.



One lock—but a Yale

Your customers are learning that security doesn't mean adding locks. It means getting a lock that affords security.

Sell them a Yale Cylinder Lock—one for each outside door. This lock needs no help in safe-guarding a home. It is built for locking purposes—durable, accurately adjusted, easily operated with its own key, but absolutely proof against picking, forcing or breaking.

The long, clean record of Yale Cylinder Locks has won the confidence of home owners. This confidence is a selling force for you. Build your lock business by adding Yale customers.

The name Yale helps make the sale

YALE

Let us tell you more about how it works for you

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:

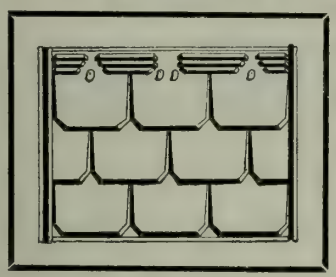
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

"Metallic" Building Materials

Spell Profit and Reputation for You

There is no manner of doubt about that—hundreds of merchants gladly endorse the statement. Their own business experience has proven it true and they are doing more to spread the facts about the imperishable qualities of the "Metallic" line than all the advertising we could print. They know that "Metallic" products insure satisfaction and "Repeat" orders and that there are a score and one uses for them.



"Eastlake" Steel Shingles

are made of the best grade of sheet steel and are heavily coated with zinc. They make the most economical roof from the standpoint of long service and require no painting or other protective treatment. Ask us to send you full particulars regarding "Metallic" Building Materials. Write now—it means money for you.

THE METALLIC ROOFING COMPANY, LIMITED

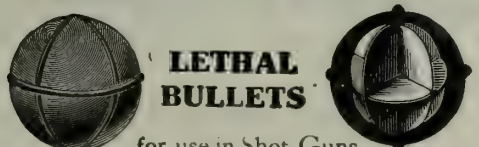
Manufacturers

TORONTO and WINNIPEG

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

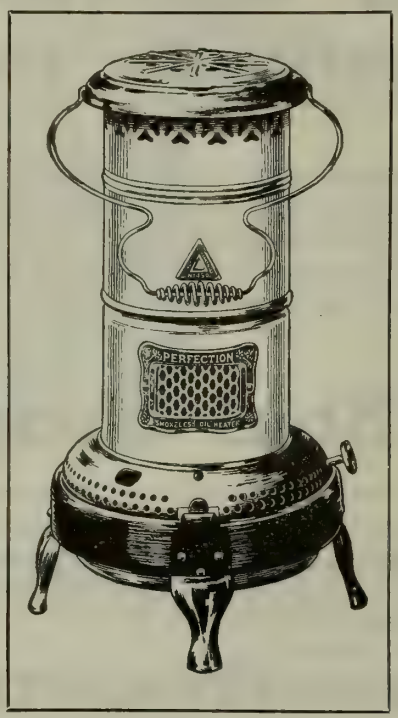
ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley 5/8-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS

don't smoke because they are built right. They mix oil with air in just the right proportions —consequently you get a clear, bright flame, without a trace of smoke or smell.



PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

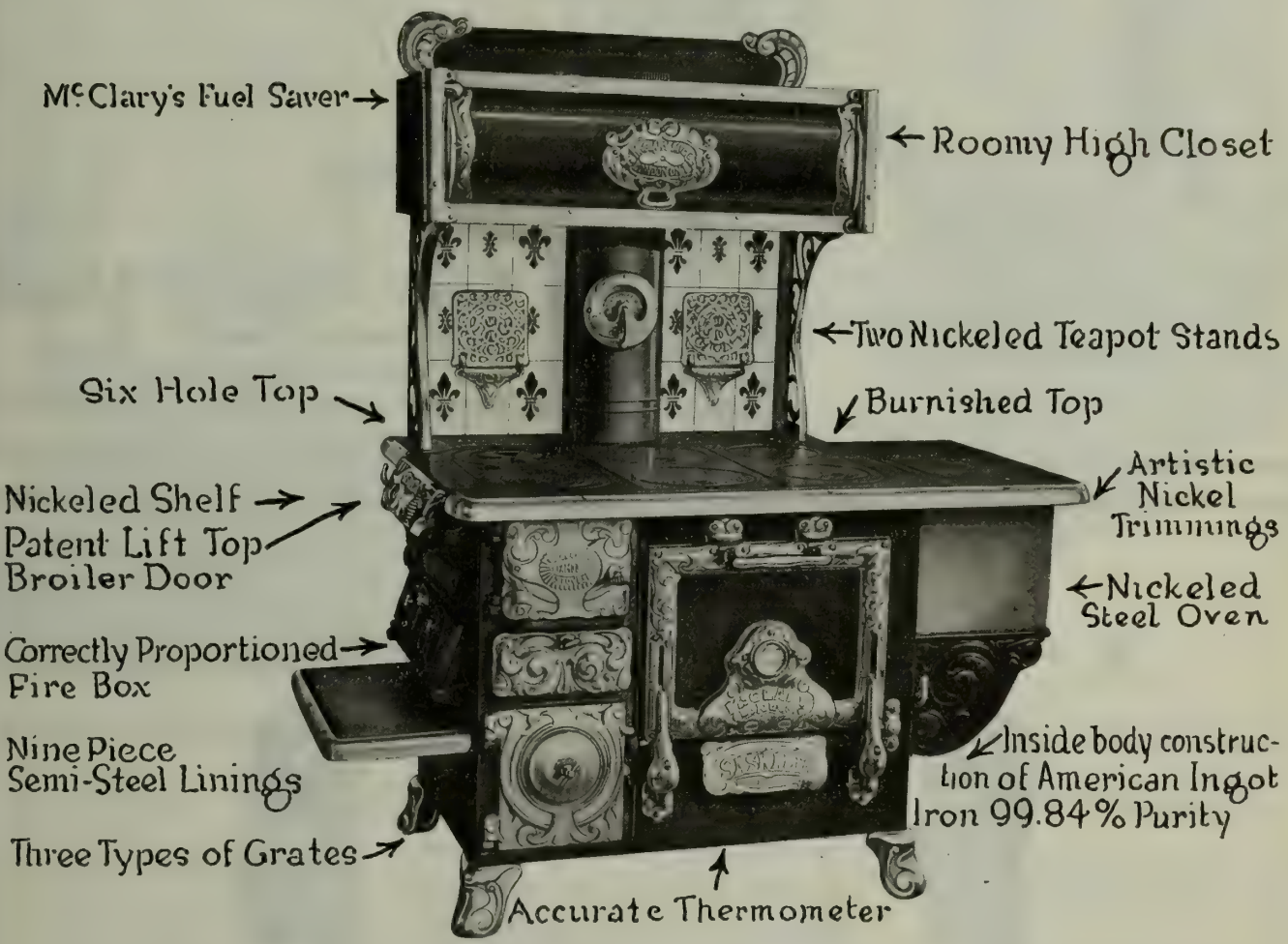
THE IMPERIAL OIL COMPANY, LIMITED

Toronto	**Montreal**		**Winnipeg**	**Vancouver**
Ottawa	**Quebec**		**Calgary**	**Edmonton**
Halifax	**St. John**		**Regina**	**Saskatoon**

McCLARY'S QUALITY GOODS fulfil the consumer's ideal for goods that always give best satisfaction, no matter what price is paid for them.

McClary's
Sask-Alta Range

is a practical Range, a range that possesses every known feature and never fails to come up to expectations.



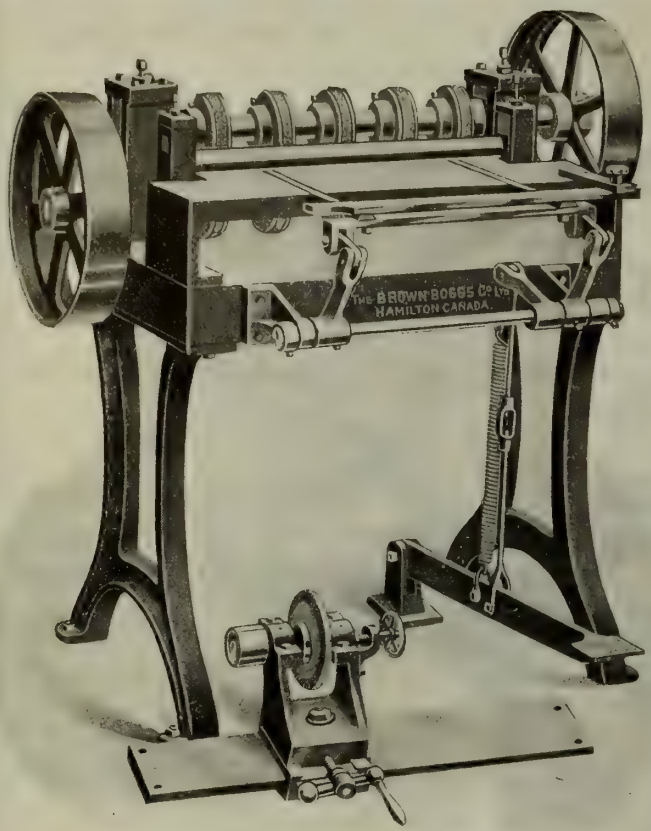
Its patented lift top works in conjunction with or independently of the Broiler door—a simple sliding catch effects the change. When the door and top are open the wide opening allows ample room for toasting and broiling in comfort, the operator being able to stand erect while cooking. It also facilitates easy firing.

Other features of equal interest.

Ask us for supply of circulars and more particulars.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON



No. 1 Gang Slitting Shears.

Do you want to economize in manufacturing your tin cans, or similar articles requiring rectangular blanks? A "B.B." Slitting Shear is the Key to Economy.

Our No. 1, illustrated, is specially adapted for the work mentioned above. As many bodies can be cut as the size of the machine will allow, according to the width of the blank. For the purpose of feeding sheets into and carrying them through the machine, we supply rubber rings on the cutters, which are made of specially prepared rubber fitted to the cutters; these being flexible, adjust themselves to the various thicknesses or unevenness of the tin and prevents possibility of blanks being cut irregular. A front slide gauge operated by foot treadle starts the sheet perfectly square between the cutters. This feature is of considerable importance, as it insures perfect work. It is also equipped with grinding attachment and drum for grinding cutters. We build these in two standard sizes, Nos. 1 and 2. No. 1 will take 21¾" sheets; No. 2, 28" sheets.

Write for copy of Catalogue, and let us quote on your requirements.

The Brown Boggs Co., Limited

Hamilton, Canada

Western Representatives:

Messrs. Bissett & Loucks, Winnipeg & Edmonton

TRIMO
A "PIPING" GOOD WRENCH



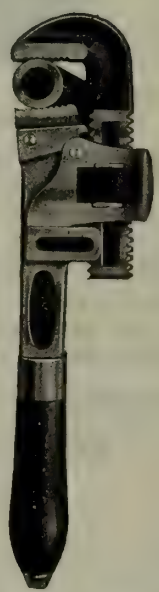
STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

Send for Catalog No. 150



WOOD HANDLE

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

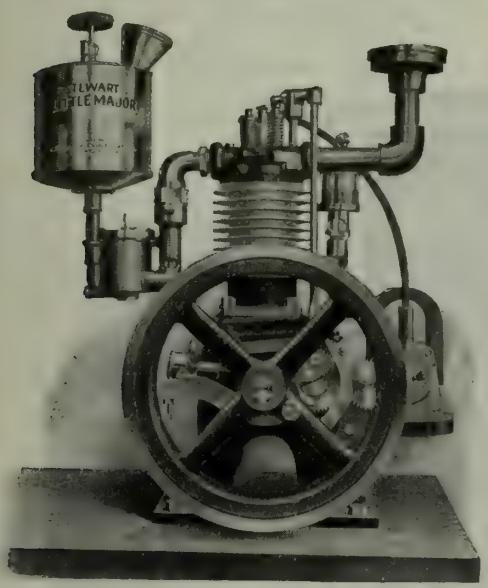
Profitable Opportunity for Responsible Dealers

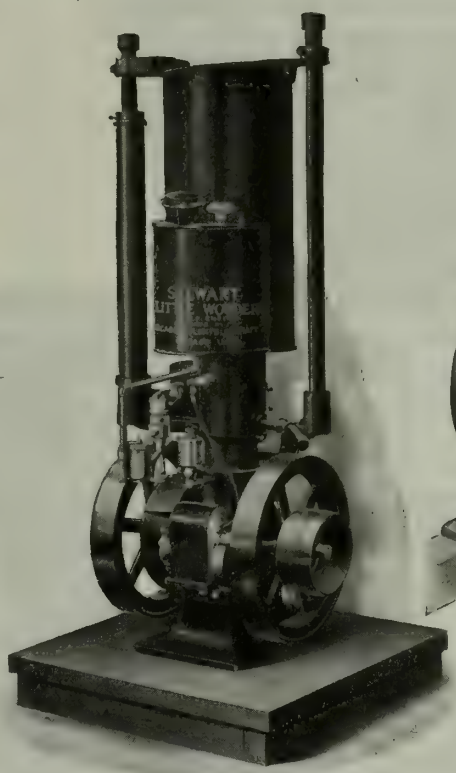
We are prepared to offer exclusive territory and selling agencies of the justly celebrated

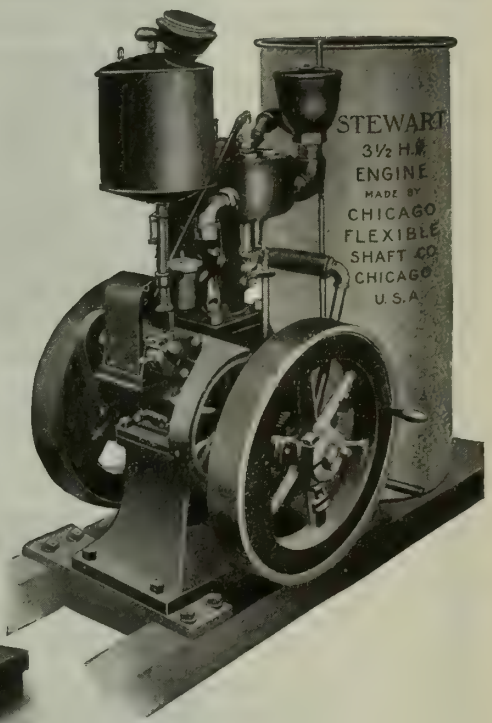
Stewart Gasoline or Kerosene Engines

Made only in the three sizes described and illustrated below

We are experienced exporters and offer only the highest quality engines







Stewart Little Major Engine

½ Horse Power

Small in size, neat in appearance, light in weight, compact—no coils or water tanks, ½ H.P., 2½-inch bore, 2¾-inch stroke, fitted with float feed carburetor, jump spark, air-cooled, four-cycle, one-piece drop-forged crank shaft, malleable connecting rod, sight feed oiler.

Shipped all complete as shown in the illustration with 4-inch pulley (opposite fly wheel), speed 850 R.P.M., ready to belt to shearing machine, clipping machine, washing machine, cream separator, churn, feed grinder, pump or any apparatus requiring ½ H.P.

List Price f.o.b. Chicago { with battery, $27.50 / with high tension magneto, 37.50

Stewart Little Wonder Engine

2 Horse Power

Crank Shaft is made from tool steel, drop-forged and accurately machined all over.

Piston of the trunk pattern and fitted with absolute accuracy.

Cylinder is cast integral with water jacket, head and valve chamber, dispensing with separate heads and packed joints that leak.

Carburetor is of the float feed automobile type. Intake and exhaust valves are automatic and self-timing.

Muffler is of our special design and is formed around one of the supporting tubes. It reduces back pressure to a minimum, cools the exhaust gases, and effectually silences them.

Belt Drives are all flat. They grit better than the round belts and never slip.

List price f.o.b. Chicago { with battery, $50.00 / with high tension magneto, 60.00

Stewart 3½ Horse Power Engines

Of same high quality and superior workmanship

List Price, with high tension magneto, f.o.b. Chicago

$125.00

Good Service
Prompt Shipments
Careful Packing, etc.

Write for territory desired and special discount to dealers.

Chicago Flexible Shaft Company, 250 Ontario St., Chicago, U.S.A.

Largest makers in the world of horse clipping and sheep shearing machines

A Good Profit on Every Dollar Invested in this Range

The CROWN FAVORITE in its new semi-plain dress is undoubtedly one of the classiest and handsomest low-priced Steel Ranges ever offered to the trade. MADE IN FOUR SIZES, 14", 16", 18" and 20" Ovens. With 8" or 9" Pot holes, as desired.



The 20-inch Oven Range is Exceptional Value.

Let us prove this statement.

Can be Fitted to Burn Coal Only, Wood Only or Both if Desired

The Covers and Fire-Box Linings are extra heavy. Bodies are made of Wellsville Polished Steel. Encased Reservoir with Large Copper Tank, Pouch Feed, Drop Poker Door, Large Ash Pan and Duplex Grates. Fully equipped High Closets with Drop or Roll Door, as desired.

As a matter of fact, the CROWN FAVORITE embodies all the features of merit usually found in Ranges sold at a much higher price.

GET OUR PRICES ON THIS QUICK-SELLING RANGE. THEY WILL INTEREST YOU, OR BETTER STILL, ORDER A SAMPLE. YOU TAKE NO RISK. THEY ARE GUARANTEED.

FINDLAY BROS. COMPANY, LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents:
For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

The Easy W Line to Sell

Huronic Warm Air Furnaces

for Anthracite Coal, Bituminous Coal, Wood or Coke.

Simple construction. No complicated parts to get out of order. Grate bars can be replaced without dropping the fire. Deep ashpit. Unobstructed grate area. Full-sized fire-pots. Radiation has **triple radiating surface,** solid grey iron dome, extra large fire door, interchangeable smoke pipe connections, one-way fire travel. The only radiator made in which every inch is radiating surface. No dead ends.

GRATES are of the original patent triangular revolving pattern. The bars are strong and make it easy to get the fire free from ashes and clinkers. After running for months, the grate surface will be entirely free from clinkers, thus giving the furnace a continuous maximum heating capacity. There is no dead space around fire-pot.

Fire-pot is sectional, and of proper weight to ensure the longest possible life if properly taken care of.

Radiator is made of heavy sheet steel, with cup joints imbedded in grey iron top and bottom, and also has grey iron corners or elbows at point where the flames or products of combustion come in direct contact with it in entering the fire area, which makes the radiator perfectly indestructible. It is easy of access for cleaning both front and back, which is always an important consideration.



The **fine, smooth castings** are the result of the best workmanship and the **highest grade of pig** iron. No scrap iron is used.

This furnace is quite low, and is, therefore, especially **useful in low cellars.** It is very easily mounted and will save the dealer much time and annoyance. We offer in this type a furnace that is very **powerful, economical** and **superior** in all points to any other make of furnace.

All sizes are guaranteed up to their ratings.

Write for full particulars.

The Western Foundry Co. Limited

Wingham, Ont.



DAVIDSON'S Premier Cordova

Is the Best Medium-Priced Steel Range on the Market.

This may sound like an extravagant statement, but we mean every word of it. We know it's true. Hundreds of housekeepers will endorse this statement.

The Premier Cordova is fully equipped—beautifully nickel trimmed, and has all the ear-marks and appearances of other ranges selling at double the price. In performance and household trials of all kinds its excellent qualities have repeatedly been demonstrated.

Write for leaflet and prices and we will arrange for our nearest traveller to call.

The Thos. Davidson Mfg. Co.
Limited

Montreal Winnipeg Toronto

You can wheel the biggest stove around in a jiffy

to where the customer can best see it if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight. Remember these castertrucks are NOT made for you to sell—they are for you to use, and to increase stove sales. They will last you indefinitely.



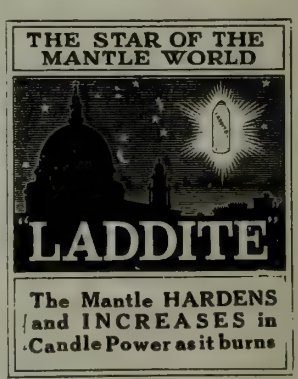
No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Medal Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and lighthouses.

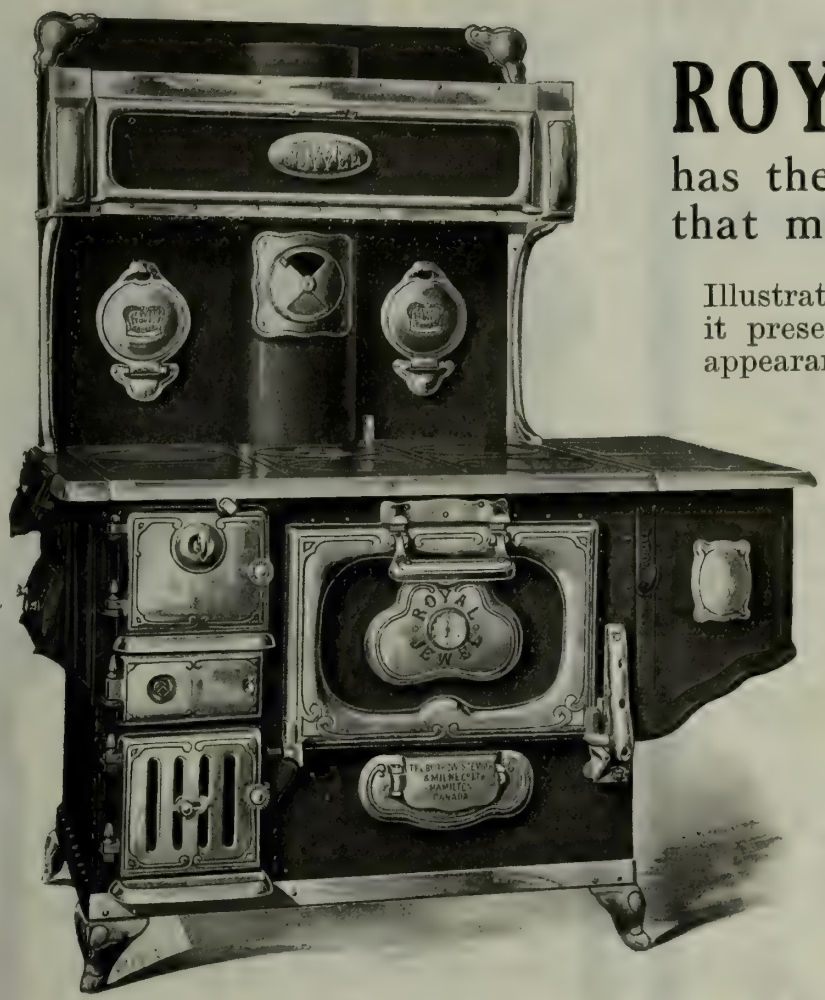


Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.
LIMITED
18-24 Ferguson Ave. N., Hamilton, Ont.



THE ROYAL JEWEL

has the quality appearance that makes sales come fast

Illustrated herewith in its new **dress,** it presents a very rich, handsome appearance and invariably has a very fascinating effect upon prospective purchasers. For quality of material used, workmanship, efficiency and economy in operation, it would be impossible to improve on The Royal — it is made right in each smallest detail.

The Royal Jewel has given unbounded satisfaction and our agents everywhere are increasing sales and gaining satisfied customers.

Polish tops, tiled back closets, and any size or style furnished as desired.

"Jewel" Gas Ranges

are very attractive and economical

The adjustable, non-leaking, needle-point valves give perfect control of the gas. They are easily and quickly adjusted to burn **any kind of gas at any pressure.**

The Jewel Needle Valve **cannot be accidentally turned** on like the Lever-handled valve and has excellent wearing qualities. For accurate mechanical construction and satisfactory working qualities, the Jewel Needle Valve is unsurpassed.



A "JEWEL" stove agency means satisfied, permanent customers.

THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON TORONTO MONTREAL WINNIPEG

$1 Wheat
and the
Hardwareman

However much we may deprecate the present war, the fact remains that there is a war, and we must face the conditions caused by it. In Canada there is one condition that will not be hard to face, and that is $1 wheat. The farmer has before him to-day a splendid era of prosperity. The prosperous farmer will build new barns, stables, wells, fences, for which he will require large quantities of cement.

Rogers' Portland Cement

Rogers' cement enjoys an enviable reputation among the farmers of Canada. Its hard-wearing qualities, its purity, and its cleanness have placed it in the front rank of Portland cements. Write for our agency plan to-day.

Alfred Rogers, Ltd.
28 King Street West
TORONTO

N. J. DINNEN & CO.
Western Sales Managers
WINNIPEG - Manitoba



This Brace will back you up on every point

You can afford to get just as enthusiastic as you please when talking about this brace to a customer. It's the best bit brace we make and when this is said about any Millers Falls Tool you can rest assured that the selling quality is there. Not in one but in many features does superiority stick out in the

MILLERS FALLS
BIT BRACE No. 872

Look at that chuck first. Ball-bearing chuck shell powerfully clinches the grip. Jaw socket of unbreakable bar steel. Steel jaws are drop-forged and center with unusual accuracy, holding the widest range of round, square and taper shanks. Patented device holds chuck to sweep without working loose.

Fully covered ratchet parts, so located that friction cannot throw the ratchet off. Ball bearings not only in chuck and head, but in sweep handle, which greatly increases ease of action. Polished nickel steel and all wooden parts made from highly finished tropical woods.

A handsome, efficient, dependable tool that will be snapped up quickly by your best trade.

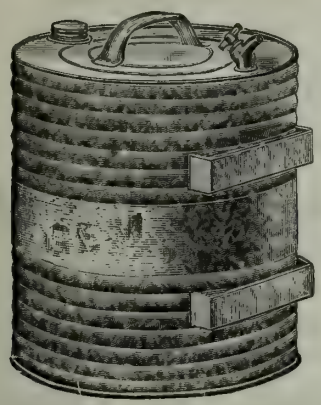
Other Quick Sellers of Millers Falls Make

If you serve the carpenter, electrician and metal worker, you should always have a supply of these tools: Hand Drill 1980, Hack Saw 1027, Breast Drill 200, Extension Bit Holder 6, Bench Drill 210 and the Acme Improved Mitre Box.

If you haven't our Catalog, send for it.

MILLERS FALLS CO., Millers Falls, Mass.

The Coal Oil Can That Lies Down



Stand it up and pour 5 gallons of oil into it.

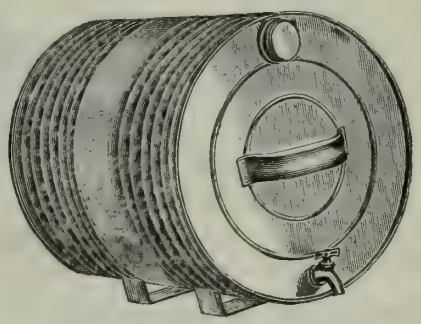
—Just like a barrel—turn the tap and get your oil. Your hands stay clean—because you don't have to touch the can at all.

—The oil runs out quickly and evenly, and you get exactly what you want, without spilling a drop or getting all mussed up.

HANDY OIL CANS
are household helps

"HANDY" Oil Cans are galvanized, and, of course, do not rust.
"HANDY" Oil Cans are tested—every one—and do not leak.
"HANDY" Oil Can Taps are brass, and have a leather washer which can be renewed
"HANDY" Oil Cans are shipped three in a wooden crate.
"HANDY" Oil Cans should be on your next order.

E. T. Wright Co., Ltd.
HAMILTON, CANADA



Lay it down and have a 5-gallon "Handy" oil supply by simply turning the tap.

COLONIAL WIRE MFG. CO., LIMITED
WORKS: LACHINE CANAL, MONTREAL
MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:
CANADIAN TUBE & IRON CO., Limited, MONTREAL



"X CELL" BATTERIES
Guarantee Re-orders

"X Cell" Batteries have wonderful recuperative powers—their lasting qualities cut battery expense to a minimum. Sell these batteries and your sales will excell those of your competitor's. START NOW. Our line of FLASH LAMPS are of proven high efficiency and practical economy. Their **safety, convenience and long life** make the demand and keep it growing.

Order from your jobber. If he cannot supply you, write us.

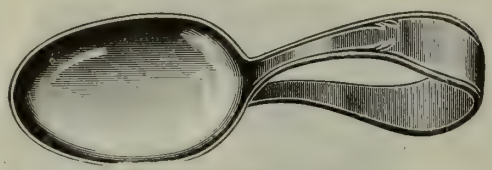


The Canadian Carbon Co. of WINNIPEG Ltd.
Winnipeg, Manitoba

No. 671



NIAGARA BUTTER KNIFE



LEONORA BABY SPOON

Our SILVERWARE and TABLE CUTLERY

is very attractive in design and the finish has the artistic simplicity of the best modern craftsmanship.

This ware is high in quality and it looks it.

You'll make your Silverware and Table Cutlery department complain-proof, and very profitable if you handle our goods.

Write for full particulars.

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

Prompt Shipment? Yes that is where we shine, try a trial order and convince yourself.

Eavestrough, conductor pipe, elbows, ridge roll, valleys, skylights, ventilators, and **CORRUGATED IRON**

We ship while others are thinking about it.

WHEELER & BAIN - - - TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



EMPIRE

A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone. One of the many fine models of CLEVELAND GRINDSTONES.

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

Cleveland Grindstones are the *only* Berea grindstones—the best abrasives in the world. Absolutely even grit—no soft spots or flint spots. Never wear humpy—and never glaze. Our experts of 50 years' experience select the right grit for your customers—no haphazard shipments. Our full guarantee covers every stone and assures you of fair treatment and quick delivery.

"How to Keep Mail Orders at Home"

A new booklet we have just issued to help dealers! Shows you exactly how to thwart the mail order man, and get the business you ought to have. A FREE COPY for you if you'll write for it! Write a postal to us TO-DAY!

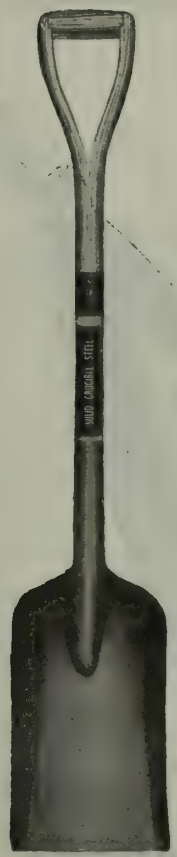
THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO

Lundy

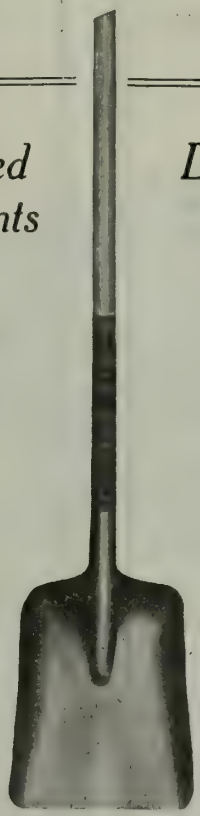
Snow Shovels and Furnace Scoops

Cold Rolled Blade Points

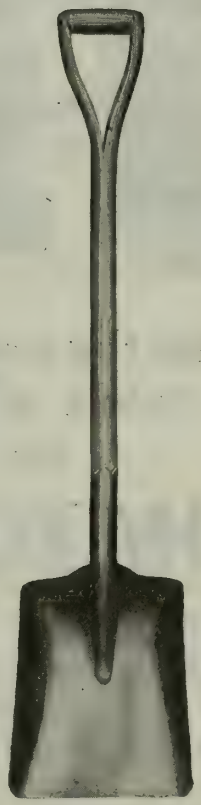
Double Ply Straps



House Furnace Scoops, Fitted Split "D," Ordinary "D" or Long Handle.



Duke



Superior

Our "Duke" and "Superior" Snow Shovels fitted with Long or Split "D" Handle

Handles are made of the best white ash.

Aside from being strong and durable, Lundy Shovels are very attractively finished.

The Lundy Price and the Lundy Value is a combination that will make your business grow in this line.

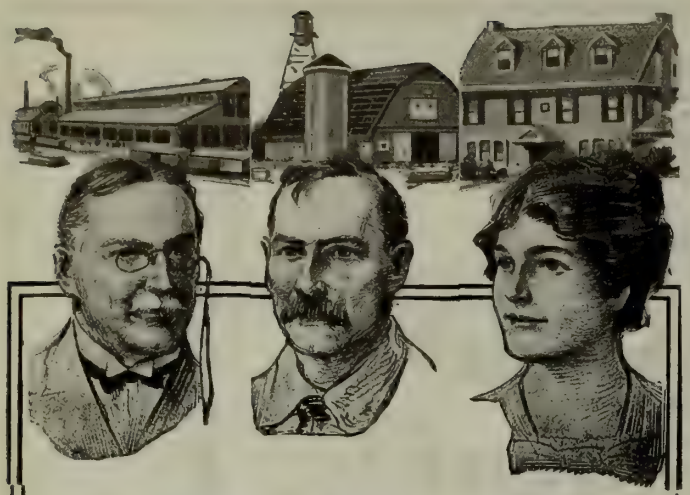
Place your order for these shovels with your jobber now. If he cannot supply you, write us—we guarantee quick shipment. Prices on application.

The Lundy Shovel & Tool Company, Limited

General Office and Works: PETERBORO, ONT.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B.C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.



Get the exclusive quality trade of your town by selling

JM ROOFINGS

ROOFING buyers who consider service, not cost, invariably choose J-M Asbestos Roofing and J-M Regal Roofing.

The high-class trade will be yours if you are a J-M Dealer, for the quality-reputation of our roofings will lift you above all price-competition and place you solidly on a basis of liberal, steady profits.

Our extensive advertising in the Saturday Evening Post, Cosmopolitan, and over 100 other popular magazines, farm papers and trade journals, coupled with our policy of insisting upon a satisfied customer, has made J-M Roofings the most-demanded by the best trade.

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Manufacturers of Pipe Coverings; Packings; Stove Lining; Furnace Cements; Pipe Joint Cement; Garden Hose; Fire Extinguishers; Spark Plugs; Dry Batteries; Roof Coating, etc.

Toronto Montreal Winnipeg Vancouver

2623

Announcement

Geneva Cutlery Co.



offers our friends in Canada

the services of the largest and best equipped razor plant on the Western continent. Present output 300 dozens per day, with buildings now in process that will make possible, within the next three months, a production of 400 dozen High - Grade Razors each working day.

Write us to-day for full information, samples and prices.

Geneva Cutlery Co.

Geneva, New York, U.S.A.

Head Office and Works:

Chicago **Geneva, N. Y.** New York City

The "Universal" Bread Maker

WAS THE ORIGINAL BREAD MAKER AND IS STILL THE BEST.

BEST MADE——BEST KNOWN——BEST SELLER

It has found its way into thousands of Canadian Homes and has made a friend of every user. It pays to sell the reliable and best-known Brands —pays in profits and pays in satisfied customers.



UNIVERSAL Bread Makers.

Mix and knead perfect bread in three minutes. Sanitary in that the hands do not touch the dough. Make better bread than can be made by hand. Four sizes from $1.50 to $2.50 each.

Write to your jobber for prices or direct to us.

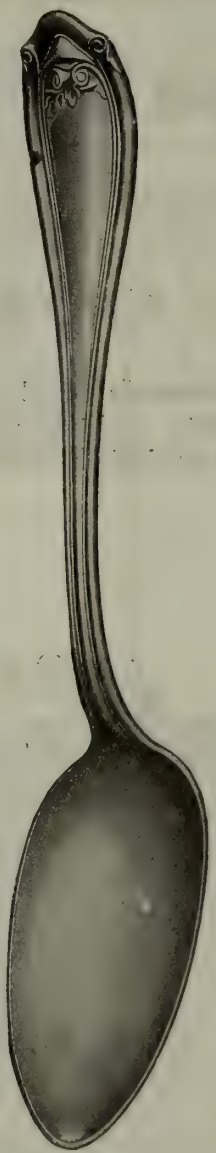
UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

Get
Larger
Profits
from
Flatware
this
Fall



Stock the
Wm. A. Rogers
Horseshoe
Brand—
Attractive
Patterns
Quick Sales
Large Profits

The Attractive Abington

The Abington is an ideal pattern to carry because it is pleasing in appearance, sells fast, and will give lasting satisfaction to your customers. The pattern is distinctly modern, and has sold well in every part of Canada.

Hardware Merchants will find the Wm. A. Rogers Horseshoe Brand an attractive proposition, both in profits and sales. Order from your Jobbing House, or direct from us; we'll ship through your jobber if desired.

Canadian Wm. A. Rogers Limited

Fairfield Bldg.
Granville St.
VANCOUVER

507 King St. West
TORONTO

Hammond Bldg.
Albert St.
WINNIPEG

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, OCTOBER 3, 1914. No. 40

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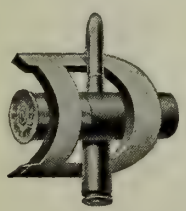
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It is impossible to have everything in your store "Made in Canada"

It is only natural that every purchaser wants maximum value for his money. Most people, prompted by a patriotic spirit, will give preference to goods made in Canada, "other things being equal." In certain cases imported goods are more attractive either in price or quality than the domestic article.
Dominion Ammunition—the only entirely Canadian - made ammunition—is a superior product whose price is not determined by import duties.



Dominion Cartridge Co., Ltd.

MONTREAL



Extensively Advertised Throughout the Dominion

Our Advertising combined with the advantages of the

O-Cedar Polish Mop

(Made in Canada)

means consistent good sales and highly pleased customers



The O-Cedar Polish Mop **dusts, cleans, and polishes the woodwork in one operation,** and does away with strenuous reaching or getting down on hands and knees when cleaning.

We supply dealers with an attractive display which, in conjunction with our advertising, will quickly bring you a good trade.

Our policy is satisfaction or money back.

Send a trial order to your jobber.



CHANNELL CHEMICAL CO., LTD.

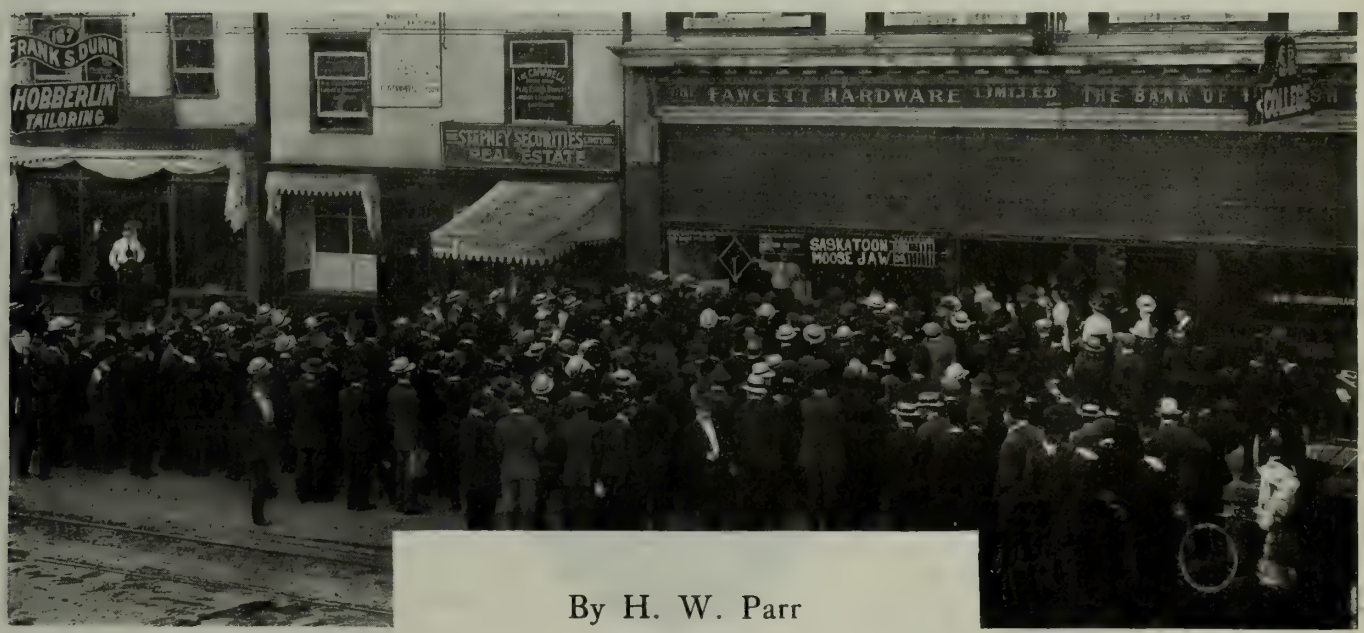
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HARDWARE AND METAL

Vol. XXVI. OCTOBER 3, 1914 No. 40

Playing the Game--The Hit of the Season

Ingenious Method of Attracting Crowds to See the Ball Scores —Advertising Secured Worth Many Times the Initial Cost of Staging the Attraction.



By H. W. Parr

THE accompanying picture shows a one-man game of baseball, and a crowd of "Fans" watching an advertising stunt which proved to be "The Hit of the Season." We have had many novel attractions in our show window, but this one, without a doubt was the winner. The crowd shown in the picture was photographed about thirty minutes after the start of the game, the game commencing at 4 p.m. By 5.30 p.m. the crowd had reached such proportions that pedestrians had to squeeze through on the other side of the street. Street cars worked their way through the crowd at the rate of a mile an hour and teamsters had to lead their horses by the bridle. All available space on the buildings across the street was at a premium, telegraph poles were loaded from top to bottom. A grand stand was built of orange boxes, soap boxes, etc., between the two tracks of the street cars. Field glasses were a common thing, being used by guests of the hotel some distance from our store. The sole reason for this crowd was the result of a little thought on the part of the window trimmer of the Fawcett Hardware, Limited. Naturally there was something to induce the thought or ideas to be set in motion.

The main object of the crowd was to see the results of the Post series for the championship of the Western Canada Baseball League between Saskatoon and Moose Jaw.

It was a "sure thing" that the pennant would be fought for between these two clubs. Every game was a fight for supremacy by both teams. We (in Saskatoon) were positive we had the best team and could see the "pennant" floating our way. But, alas, the outcome of the last game was a farce. Managers, players, umpires and spectators, all took part in a general mixup, which resulted in the game being "called off," and to be replayed. However, the game was never played. One team showed up while the members of the other team were busy packing their trunks, for more congenial climes. A little explanation in regard to the picture and the method we used to sell goods during the period of the four days the games were being played, might be of interest to the readers. First, my idea was to get the reports of each inning as they were played, from the newspaper office and paste them on the window. To add to this I thought if I could get an old telegraph instrument and fix up a place in the window like a telegraph office, it might look more business-like. If I could manage to get these two things I knew I could manage the rest of the display. Then I set my ideas

into action and made my way over to the telegraph office to see what the manager could do in that line. He willing consented, but suggested I should have the real thing instead of a fake. I inquired as to the cost of such a thing and was informed that if I wanted the news exclusively for Saskatoon it would cost $60, but if I didn't want to monopolize the wire, I could get it for $15, for the whole series. I gave my consent instantly. I knew that I could work something that would take the crowd from the newspaper offices. The same night I printed a large card, stating that the results of the game would be given from our window. Played as it was being played in Moose Jaw a distance of 430 miles away, I assured them that every play of every man would be shown. This aroused the interest of hotel keepers, cigar stands, etc., so that next day after our line had been made complete (we got first choice on account of our application being made the first), there were no less than four hotels, two newspaper offices and three or four cigar stores connected up to give out the news to the eager crowds. I still was confident that we would have the crowd, and I was in no way disappointed for at 3 p.m., a full hour before the game commenced we had quite a line up all along the sidewalk and even in the roadway. It was after lunch that I prepared the window to show the game. I first drew the diamond showing the bases and pitcher's box, then made spaces to place a card showing the batter's name, so that the whole crowd could see who the batter was. The picture shows the trimmer placing a card with batter's name, in the space occupied by the Moose Jaw team, Saskatoon just having finished the end of their 3rd innings. The method used to show the play was done by flashlights. The printing in the left hand corner of the window explains to the crowd what the lights are for. The white flash light was the ball and the green light the base runner. The telegraph operator (seated in the centre of window) as he received the message by his machine repeated them word for word, while I followed his words with the lights on the window. For instance, Moore batting for Moose Jaw, I placed the card with Moore's name in position. Ball one. I bring the white light in my hand from the pitcher's box to the plate. The green light still burning at the plate. Strike one, same as ball one. Moore hits a hot grounder out to left field, while he is repeating this. I take the white light out to left field and move the green light out from the plate towards 1st base. Moore makes second base. I take the green light to second and stick a piece of green paper on 2nd base showing the position of players and bring both white and green lights back to former positions. The readers will have a fairly good idea how the game was worked all through. After the game was over, with Saskatoon another win to their credit, I knew I should have good audiences the rest of the games. To my surprise on coming from lunch, next day, I saw one of our newspaper offices, with exactly the same arrangements as mine, being prepared in their window. It did not worry me (for we all know that imitation is the sincerest form of flattery) as I knew that everyone on the street was talking Fawcett, baseball, Fawcett's store, baseball. The two words were linked together. The other newspaper was full of it. Told the thousands of readers of the ingenious device, Fawcett's had of showing the returns. The first day we had a free 'write Up' of one column, the second day one and a half columns, the third day over two columns, telling the people of Fawcett's and base-



H. W. PARR.

ball. It was all people could do was talk baseball. When baseball was mentioned Fawcett's store was their first thought. Baseball, Fawcett's, I beg to say that we never had as cheap a $15 of advertising as we had when we "played the game." That wasn't the whole game though. Our game was to sell our goods. We left the scores of each game on the window all night and the forenoon of the next day. This caused people naturally to look at our window. During the series we gave a little reduction on goods we wanted to move quickly, so advertised them in this way:

LAWN MOWERS.

Reg. $7.50, Ball Game sale price $6.25.

Sale price off as soon as the game starts 4 p.m.

Each day we had something different advertised, and sold a fair proportion of these things that might have been carried over, had they not been brought to the notice of the people in this way. "Playing the Game" in advertising on up-to-date business, calls for more modern methods than were used by business houses a few years ago. People are always on the lookout for something new, and the man who puts out the new things is the man who "Plays the Game." Your show window is the cheapest ball ground you can get. Make it pay big gate receipts. It can be done. Show windows are receiving more attention in modern methods of merchandising than any other medium. Your goods attractively displayed with fair prices will bring bigger gate receipts than any other department you have got. Try it.

"Play the Game."

GET INTERESTED IN YOUR BUSINESS.

The things of interest are the things we take an interest in. In almost every branch of retail business, you will find the merchant—or perhaps he would be better called a storekeeper—who imagines that his business is uninteresting, that it is something really beneath him and only to be tolerated from the fact that it brings him a living. He gives views on the great questions of the day in a manner which is convincing—to himself—that if he were not tied down to a mere business he would be playing an important part in the affairs of the world. We will leave this merchant who is above his business to his pleasant pursuits, for it might be interesting to state that some one else is running his establishment to-day, and he is not filling the position of prime minister or directing the operations of the army of the Allies in Europe.

The point: You will find no interest in your business if you do not take any interest in it. The basis upon which modern retail trade must be conducted to make it a success—the keen competition, the importance of financing, the rapid and changing developments of the markets—are sufficient to hold all the attention of any live man if he desires to succeed. The store keeper who does not know what his business is, naturally has little interest in it—nor holds that interest long. When a merchant begins to get the idea that his business is beneath his dignity then it is time for him to stick a pin in himself and start in to bring that business up to a standard where his ability will not be wasted.

W. E. Anthony, hardware merchant of Brampton, recently underwent an operation. Latest reports indicate that he is getting along well.

What Retail Hardwaremen Think of Conditions

Interviews With Retailers Indicate That Business Conditions Are Not Bad—Business so Far Almost Normal—General Conditions Healthy—An Optimistic Attitude.

LAST week Hardware and Metal published a number of letters which had been received from retail hardwaremen outlining business conditions in their respective communities. During the past week Hardware and Metal has interviewed a large number of retail firms, and the consensus of opinion appears to be that conditions generally are healthy. With the exception of communities which are largely dependent upon manufacturing industries, business generally appears to be almost up to normal. Comparisons with last year's business appear to be quite favorable. It is generally admitted that immediately following the declaration of war there was a temporary halt in nearly all lines of business, but this condition has given way to brighter and improved conditions, and the outlook at present is brighter than at any time since the outbreak of hostilities.

Business Quite Normal.

W. F. Macpherson, Prescott, Ont., president Ontario Retail Hardware and Stove Dealers' Association, in a letter to the editor of Hardware and Metal, says: "Up to within the past week I have found business quite normal—my year's turnover up to date being in advance of 1913. Being a purely agricultural district, we should maintain our customary trade, prices being higher for farm products with average crops. I feel that the urgings of the daily press at the outset of the war—to greater economy, predicting hard times, has had a certain effect in retarding some new work which was anticipated, which may have been wise or otherwise. I am, however, more in favor of the newer slogan of 'Keep still; don't rock the boat,' and 'Keep on doing business.' That is what we all should do, and have no fear of the outcome."

Conditions Healthy.

In an interview with a Hardware and Metal representative, during which conditions generally and the effect of the war on the sale of German goods were discussed, Max Hill, manager of the James Walker Hardware Co., Montreal, says: "We have canceled all orders for German cutlery, tinware, etc., mainly through inability to get them filled. We find that there is a prejudice against some German goods, but this has only been shown in three instances that we can recall. As regards substituting British for German goods, we must confess that it is a pleasure to foster trade with British and Canadian manufacturers on similar lines."

On business conditions generally, Mr. Hill said: "We find general conditions very healthy. The volume of business closed up compares fairly well with last year. There is a slight falling off in cash receipts over the counter, primarily due to householders not doing much preparing, resulting in the jobbing carpenter not being in need of materials.

"Sporting goods, on the contrary, are going as well as in the same period last year, and the contracting end is still being favored by conditions that obtained months ago—that is, many buildings projected in the architects' offices must be carried forward to completion, consequently there is as much business as ever in this particular department.

"The same condition would apply in our tile contracting department, and although in the latter we are not so busy as we would like to be, from information at hand we find that our force of tilesetters is double that of any of our competitors.

"In connection with collections, conditions are peculiar. I can't say they are bad, and yet in certain clearly defined ways they are unsatisfactory. As a rule, contractors are paying in fairly well. The difficulty at the present time is that certificates issued by architects to contractors are not being honored by the individuals for whom the contractors are erecting. We appreciate that this is only a temporary condition, but it handicaps the contractor in meeting his own obligations.

"Summing everything up, we not only feel satisfied with present conditions, but are inclined to quite a little optimism as to the future. Our force at present is less than it has been for several years, due to men enlisting, etc., but we have not found it necessary to arbitrarily reduce the force, nor to cut salaries."

Shows Increase.

Edgar Carriere, Hull, Que., stated to Hardware and Metal that business this year has shown a decided increase over the volume transacted during the corresponding periods of last year. This does not apply to September business, which, Mr. Carriere says, "is not as good as had been anticipated."

The increases shown have been due largely to energetic methods employed to increase sales and by the addition of good selling specialties which had not been stocked previous to the present year. Collections are rather slow at present.

Business Not Affected

Chas. E. Boyd, hardware merchant, Simcoe, Ont., stated to a representative of Hardware and Metal that his business had not been affected to any great extent by the war. The town of Simcoe is located in a splendid agricultural district, and secures a large trade from farmers and fruit growers. Mr. Boyd says that fall business so far has been good, and he is quite optimistic regarding the future.

J. E. Austin, hardware merchant, of Simcoe, says that his business has not been affected by the war, and conditions appear to be quite normal.

Business As Usual.

McGowan Bros., Uxbridge, Ont., in a letter to Hardware and Metal, said in part: "Crops in this section are light, but with the prevailing prices the farmers should have as much money as other years. Business this year has been about the same as usual. The cry of hard times are made doubly more so by the city papers howling about hard times and bleeding the public with extras. If they would spend their time in devising ways and means of giving those out of work employment they would be doing greater service to the country. The newspapers should boost instead of knock. However, we will all stand the strain."

ZINC AND DRY BATTERIES.

Hardware and Metal is in receipt of a letter from the National Carbon Co., Cleveland, Ohio, in which they comment on the reported scarcity of sheet zinc and its effect on the dry battery industry. The letter says, in part: "We are one of the largest consumers of zinc in this country, and have never been obliged to import a single pound into the United States from England. We do not anticipate any difficulty in being able to supply our Canadian works with all the sheet zinc they may require from our United States works, nor do we think there will be any difficulty whatever in supplying all the dry batteries that may be required by Canadian customers."

HARDWARE AND METAL

VOL. XXVI. No. 40 Toronto, Canada, October 3, 1914 Two Dollars per Year

Country Business

IN this and previous issues Hardware and Metal has published interviews with prominent retail hardware merchants, regarding the business situation and the effect of the war on the hardware trade. It is significant that nearly all retail merchants who are located in agricultural districts report that business is nearly normal and compares favorably with the corresponding periods of previous years. In some sections of the country crops are light, but the shortage is offset by the high prices which the farmers are receiving for their products. The consensus of opinion appears to be that in agricultural districts the retail hardwaremen should be able to retain their customary trade. Jobbers report that orders from the agricultural districts continue to come in freely. The retailers in the majority of cases are not only satisfied with the business passing at present, but they are inclined to be optimistic. Nearly all are fully convinced that as soon as the war clouds have cleared away there will be an era of unprecedented prosperity in Canada, and although a few temporary setbacks may be encountered during the present situation they will ultimately have a good effect. It is only natural that merchants should be extremely cautious in their buying at the present time. The unsettled condition of the markets in many hardware lines have caused many merchants to purchase only for immediate needs. Others believing that certain lines are sure to be much higher in price from now on have entered the market and purchased heavily. Revisions of selling prices appear to be quite numerous and many retailers have advanced retail prices on lines which have increased in value since the outbreak of hostilities. Even in the cities where conditions are supposed to be the worst you hear very few complaints from the retail hardware trade. The demand for some lines has naturally been curtailed, but under the circumstances it is felt that business conditions might be a great deal worse. Fall trade is commencing to open up nicely, and taken as a whole the Canadian hardware trade is to-day more optimistic than at any time since the outbreak of the war.

The Metal Situation

THE situation in metals has been a very unsettled and unsatisfactory one ever since the outbreak of the present war. Immediately following the outbreak of hostilities, extraordinary advances took place in the price of certain metals, but they only held for a short time and then fell back to their former level or lower. The demand at present is extremely light and the outlook for the immediate future is not any too cheerful. Buyers are still exhibiting extreme caution and are only buying for immediate requirements. Competition for what business is passing is very keen and has resulted in much price-cutting. Many transactions which are taking place are netting the sellers little or no profit. Conditions in the United States metal markets have not improved to any great extent, and those in close touch with the metal trades realize that even a neutral country far removed from the scene of conflict is so closely connected by the bonds of trade and finance with Europe that a disaster there is a disaster in a lesser degree to the American nation. Despite the fact that prospects at the present time are for a temporary continuance of stagnant conditions in the metal markets there is a remarkable feeling of optimism percolating throughout the trade and it is generally believed that before long there will be an improvement in conditions. Collections are showing a slight improvement and the outlook is now considerably brighter than it was a week ago.

The Toy Trade

A PROMINENT Ontario retail hardware merchant in conversation with Hardware and Metal this week signified his intention of adding a toy department to his already extensive stock. This seems rather strange when you consider that the greatest toy-producing nation of the world is at war and also that the merchant is located in a city which already has three or four retail firms handling toys. The merchant referred to believes that he can do a nice business in the better class of toys. It is not his intention to go extensively into the cheaper varieties of toys, such as the 10, 15 and 25 cent lines, but rather to carry practical toys, many of which are now procurable. The toy department will be located on the second floor of his store, and he will be the first hardware merchant in his city to add a toy department to his business. This merchant has taken on many specialty lines during the past few years and has met with a great deal of success in selling them. If he pushes the sale of toys as vigorously as he does other lines it is altogether likely that he will work up an extensive trade in the new department. During recent years a great many specialty lines have found their way into Canadian retail hardware stores and prominent among them has

been the toy line. Several large retail firms are now successfully conducting toy departments and the number of hardware firms carrying this class of goods is rapidly increasing.

Sell Housecleaning Goods

DURING the past week or two, we have been having some fine weather for the housecleaning campaign. This campaign should be continued well into October so that during the month we have just entered, there is every prospect for good business in housecleaning goods.

To get this trade the dealer must divert the attention of the customer from those lines which have been heavily stocked in the home against the looked-for high prices. Let everyone talk housecleaning for the present. Not only talk housecleaning but display housecleaning goods in the window, on the counters, on display stands, and advertise them in the newspaper space. Get the people's attention away from the goods they bought weeks ago, and give them something new to think over. If that can be accomplished, they are going to forget to a certain extent that they had decided to economize. Present to them the necessity of giving the home a thorough cleaning before the winter and the cold weather set in. This can probably be best accomplished by using the newspaper—or rather good selling copy in the newspaper advertisement,—and then following this up by displays and personal talks on the various lines of goods that are effective in the cleaning of the home.

The more dealers who start this campaign the more effective will it be. Everybody should talk housecleaning goods at once. Turn the attention of the public away from other things—and results are bound to accrue.

Most Appealing Advertisements

A WOMAN who has given a great deal of her time to the study of retail advertising and the effect of various appeals to the consumer, has come to the conclusion after a special test on a number of intelligent women, that the household buyer responds more readily to the appeal that deals with the Reputation of the dealer or firm. Every merchant is an advertiser. All believe in advertising in some form or other and the majority believe in many different forms. But how many have placed the advertising of Reputation before anything else? And how many have made their chief bid for trade from the standpoint of price cutting.

Following the Reputation of the Firm, this woman from her test places the other most important types of appeal in this order: Quality, Economy, Cleanliness, Healthfulness, Efficiency, Durability, Modernness, Courtesy, and lastly, Guarantee. The two greatest appeals of all are therefore Reputation of Firm and Quality. These are the things the intelligent buyer considers most in the purchase of merchandise. Having found a firm which meets these two requirements to her satisfaction, the intelligent woman then, and not till then, gives thought to Economy. This means that if two merchants equal one another in reputation and in the quality of the goods they sell, she will purchase from the one who gives her the better price. This of course is quite natural, but it is a satisfaction to know that price does not come before the other two requirements.

Cleanliness and Healthfulness come well up in the list of types of appeal, being placed fourth and fifth respectively. The entire list shows what is in the minds of the average intelligent consumer when she starts out on her shopping tour, money bag in hand. The retail merchant who advertises his service will find some good material in these tests for a more intelligent direction of his advertising campaign. It might be a good idea to run a series of advertisements using each one of these types of appeal as a subject.

Editorial Briefs

COOL WEATHER helps to create stove sales.

* * *

LOOK FOR faults in your staff, but only with the object of correcting them.

* * *

THE FALL is a brisk season in the sporting goods trade. Make the most of it.

* * *

WHENEVER THE war dogs are loose a strict vigil should be kept on credit accounts.

* * *

ARE YOU on friendly terms with your competitors? It is the only sane ground to take.

* * *

THERE ARE many types of successful salesmen, but there is one quality that all must display — courtesy.

* * *

STUDY THE successful efforts of everyone you know to be successful legitimately, especially those in your own line.

* * *

CUTTING PRICES is certainly a queer way of increasing profits; and yet it is generally resorted to with that object in view.

* * *

IT IS VERY rarely indeed that luck plays any part in success. Hard work generally accounts for 95 per cent. of success.

* * *

A DEMONSTRATION to be successful should be conducted where it will be seen by the most people. What place could be more suitable than the fall fair?

* * *

THERE IS no reason why the clerk should not put in thoroughly jolly evenings if he is so minded. But he should forget about them promptly at opening hour next morning.

* * *

GUARD YOUR personal credit and habits as every bank and commercial agency will inquire into them, and any false step you take is sure to be recorded against you.

* * *

THE MAN who shrinks from battle, even though the forces opposed may appear overwhelming, takes away from the strength of his comrades. Retail hardwaremen should stand together.

* * *

THE STOVE dealer has been inclined to regard the mail order house as his hardest competitor. He has been harboring a delusion, however. The live dealer need have no fear of the mail order house.

The Cool Weather and the Stove Trade

The Hardware Man Can Take a Hint from the Robin in Preparing for Winter Business—An Early Start is Half the Battle—Time of Year When Heating Problems Are Considered.

THERE is a certain nursery rhyme about a Mr. Robin who placed his head under his wing when the first north winds of autumn indicated the approach of the snow season and hied himself to the barn. He was a wise robin in preparing for the cold weather when he felt the first cold breezes, but putting his head under his wing might lead him into the same trouble as the pursued ostrich.

The hardware man can take a hint from the robin in preparing for winter business when the early north winds get the ting of frost and begin to lay artist hands upon the foliage. It is then time to give every attention to the stove department. He should be careful, however, not to emulate the red-breasted songster further but should rather keep his head to look about him. The business man who would be successful in these days needs his head all of the time.

The point is to get busy on the fall stove campaign at once—the hardware man who has already made a start is the wiser merchant. Already the evenings are unpleasantly chill without a fire of some kind—and there are many homes where there is no grate to cheer the chill autumn nights. People too are requiring more hot meals of the kind that are not usually made on the gas stove—and outside of the cities and large towns there are comparatively few of the latter.

The merchant who at this time of the year gives the stove department of his store his special attention is taking a wise step—now is the time more than any other when there is a call for ranges and heaters while the demand for other stoves is just as good as at almost any other season of the year.

If there is any way to increase the floor space for the stove department now is the time it should be done. Selling stoves depends to a large extent upon the display which can be made. If fifty stoves on the one floor in a well-lighted department have a fine appearance there is not only the advantage of the first impression upon the customer, but at the same time each individual stove will in itself appear up to the standard of the whole.

It may be that there are departments which can be crowded back to some extent to give the additional space for the stoves. If this can be done conveniently it is pretty certain to prove good business. In cases where there is an opportunity by rearrangement to give stoves a department of their own—even if it is only for the fall campaign—the change will be found to be a profitable one and at the same time there is always the advantage of impressing the customers by enlarging or rearranging departments. Of course, it is questionable if it would be advisable at this time to commence alterations on an extensive scale.

The enlarged floor space will give an opportunity for a much better display. It will enable customers to view the stoves from all sides and this is very important. A stove sale cannot be closed like selling a pound of nails; it takes time, and the stove salesman should always work from the standpoint that the customer has either been to some other store before visiting his own or is likely to do so afterwards. If a store has customers who will come direct and purchase a stove without looking round at the other stocks, it is very much out of the ordinary.



A well-worded stove advertisement.

After giving the stove department all the space possible, it is very important, no matter what the extent of the space may be, not to crowd it with too many stoves. A wide range of stoves is usually advisable for the department, as it will often prevent the customer going to another store in order to see a wider selection, but at the same time where the floor space is limited it would be better to reduce the number of stoves shown to samples of the different lines and keep reserve stock in the warehouse or storeroom rather than jumbling the whole stock on the display floor where everything—and nothing—can be seen at once.

Gauging the Trade.

While it is desirable to carry as wide a selection as possible, the merchant must use his own judgment to a large extent as to the lines he stocks, for in the comparatively small store it would be out of the question to stock all the different styles and models. The class of trade to be dealt with will largely decide the lines to be stocked heaviest. To be extreme, the country merchant would be very unwise to stock up with gas ranges. But the principle will apply to some extent, except in the very large city establishments. There are some stores where there would not be a call for a wood heater in a month of Sundays, and others where the bulk of the business would be done in this line. In this connection there is no definite advice that can be given to the merchant. Generally he will be the man to decide upon the lines to be carried and he should not decide until after he has studied his field carefully, and in this study he should allow to some extent for the possibilities as well as the probabilities of the demand.

Heaters and Ranges.

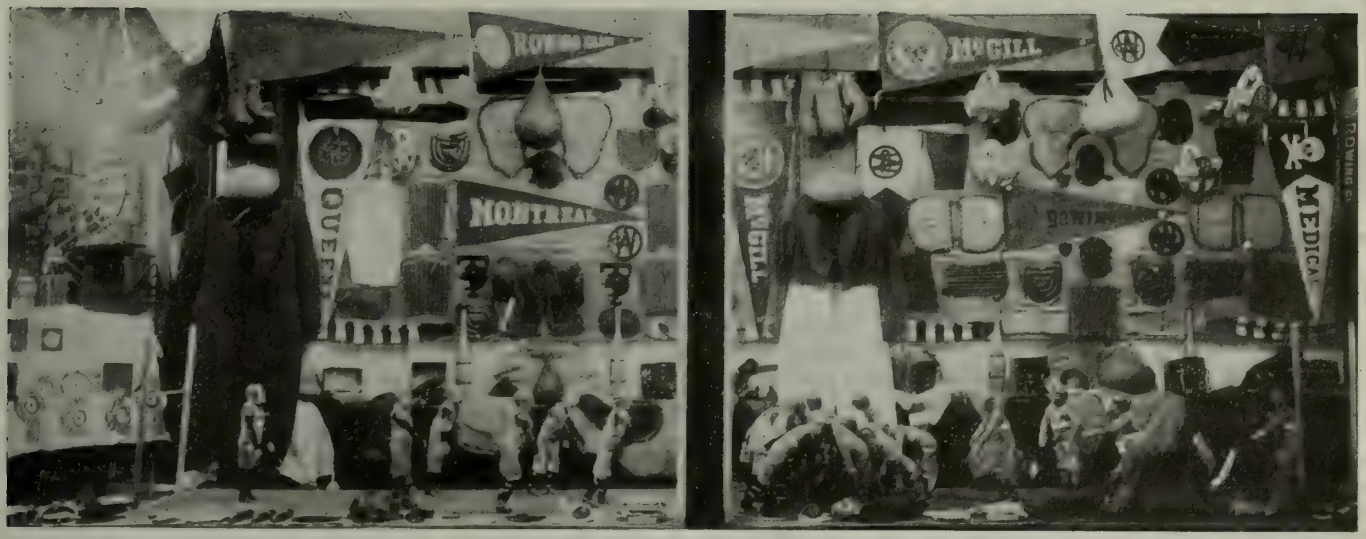
This is particularly the season when in the general trade there will be a demand for heaters and ranges. It is the time of the year when the problem of heating the home for the winter must be considered and when the summer cooking apparatus is put away for the time being and ranges come into demand.

At the same time it should not be considered that the demand for gas stoves will go out entirely. There are at this time of the year a large number of new homes which are being finished and in the cities these homes will have modern furnaces with which it is now the usual thing to use the gas stove for cooking more or less all winter. In any event many of the gas stoves are installed when the house is being completed, whether it is desired to use the stove during the winter or not. Electric stoves may be considered as in this same class and there are some of them being sold all the time.

The Coal Oil Heater.

The coal oil heater, which was first regarded with considerable scepticism by the general public, largely on account of the alleged fumes, has of recent years come into very general use, particularly at this season of the year when there are evenings when it is not sufficiently cool to put on a big fire and still it may be desirable to take the chill off a room. This applies to the larger as well as the smaller homes, for it is sometimes not convenient to light the furnace when there is only a slight frost.

Some dealers will also find it advistble to prepare for a demand for electric heaters.



Window display of sporting goods into which a novel feature has been introduced.

Novelty in Sporting Goods Window Display

An Attractive Display Made More Attractive by the Addition of a Novel Feature—Window Displays Pay Dividends in Proportion to the Effectiveness of the Display.

A GOOD window display of sporting goods is nearly always sure to draw attention, but when it has the added attraction of a novel feature, such as shown in the accompanying illustration, it is bound to attract more than ordinary notice. The display here shown appeared in the show window of a Western Canada hardware firm and the goods featured are those in which the rugby enthusiast is interested. The display, although decidedly novel is one that could be easily arranged. For the benefit of any hardwareman who may wish to arrange a similar display, we will give particulars, showing how the accompanying display was arranged.

The background was made up of pennants, shoulder and knee pads, shin pads, head helmets, uniforms and other equipment used by the rugby player.

The floor of the window was laid out to represent a rugby field. The floor was first covered with green baize. The field was marked out with white twine. Two complete teams were in the field, several of the players are shown in a scrimmage. The players were represented by dolls, all dressed in regular rugby uniforms, complete with head nets and nose guards, etc. The dolls have been used in several displays. On one occasion they were used in a baseball window, representing ball players. On another occasion four of the dolls were used to represent painters in a novel paint window display. On each occasion they have attracted considerable attention. Very little expense was attached to the accompanying display and the publicity secured was extensive.

A large portion of the sporting goods trade is now being secured by the retail hardware trade. Some hardware firms have been doing a large sporting goods trade for many years, but during the past three or four years there has been a rapidly growing tendency on the part of retail hardwaremen to add sporting goods to their hardware stock. The two lines go nicely together. Sporting goods offer a nice profit for the retailer who is alive to the opportunities which exist.

The show window can be made to play an important part in building up an extensive sporting goods trade. The displays must be attractive and must not be allowed to grow old. It is not uncommon to see window displays of sporting goods, even in special sporting goods stores, which are dusty and disarranged, owing to the length of time the display has been allowed to remain without dusting or re-arranging. Show-windows will pay dividends if they are properly attended to. If neglected they are poor advertisements.

CAREFUL, CAUTIOUS AND CANNY

In Canada it was all right for manufacturers to pause when the tumult and confusion of war shook the ground beneath their feet and unsteadied them. But it is not all right for Canadian manufacturers to go into temporary or permanent hiding at this time of national necessity and opportunity. On the contrary, it is time for a broad forward movement.

The man who shrinks from battle, even though the forces opposed may appear overwhelming, takes away from the strength of his comrades. If he deserts, dire punishment is meted out to him. Winning or losing, battle-time calls for men who will fight until overthrown or slain. The careful, cautious, and canny man—manufacturer, wholesaler or retailer—never rises to be a great merchant.

When the war is over, the honored and rewarded men among soldiers and merchants will be those who never faltered, who kept their face to the foe, and who fought dauntlessly to the very end.

The valiant-hearted business men of Canada—retailers, wholesalers and manufacturers—are advertising NOW

Essex, Ont.—The hardware and furniture stock of W. H. Richardson was destroyed by a fire, which originated in a general store nearby.

From the Customer's Standpoint

Written for Hardware and Metal by Carl C. Irwin.

THEY say that a stranger in your house often hears, very distinctly, the ticking of the clock; while you, who have become accustomed to it, rarely hear a sound.. Personally I'm not a hardware man. I know nothing about selling it. I'm merely the occasional customer who drops into your store, just as I do into that of your competitor's, for a hammer, a pair of hinges or some mixed nails. But in the few moments I am there, I can hear quite clearly, the ticking of your selling machine—something to which it is likely you have become accustomed. Whether I shall continue to come again and again or to shun your store as I would a pestilence, depends to a great extent, upon the impression you make in your first handling of me. For that reason, it is possible, that you would like to see the hardware business from a new angle—**see it through my eyes.**

Last year, I had ocacsion to spend several months in a town of about two thousand people. There were two hardware stores there which might easily represent a fair average of what is to be found in any medium size town.

The external forces which these two stores used to reach out to me for trade were about on a par with each other. They both used the same size space in the local newspaper and filled it with about the same character of good convincing copy. Each store had equally attractive window displays. In size and arrangement and cleanliness the two stores were nearly alike. Both carried a complete stock of hardware. In the end, however, one of the stores got all my trade. I even walked two blocks past the one place to get to the store I liked the best.

Understand, in the beginning I had no preference; also that I made no hasty or unreflected decision. On the contrary, I gave both stores a fair trial and purchased a number of items from each before I finally reached the conclusion that one of the stores was so much better to deal at than the other.

The first day that I was in this town, I stopped at Jarr's, the nearest store. Apparently, there was no one in. After waiting for what seemed to me to be fully five minutes, I rapped sharply on the show case with a silver dollar. A seedy looking individual responded by stepping out from behind the back room partition with a look on his face which seemed to resent my having disturbed him.

"I want to get some paint," I said, producing a sliver of wood I had cut from the back porch floor. "Half of the floor is painted this color and the addition I have put on needs to be covered to match."

Without saying a word or changing the expression of his face, he threw down a color card showing three shades, none of which matched by any means.

"None of these seem to be the same color," I said. "Haven't you anything else?"

"No, that is all we carry in ready mixed paints for outside floors. Is there anything else?"

"Well, yes," I said, disappointedly, "I see that you have the agency for the ———— stove. I have a number nine up at the house which needs a new grate, if you have one in stock."

"No," he replied, "but I can send to the city for it."

"That will be all right," I said. "Can you get it up to me by to-morrow night?"

"Yes," he replied, taking down the address I gave him. "I'll have it there by that time." Then turning abruptly, he disappeared from whence he had come.

I walked out of the store feeling rather uncomfortable. Somehow I got the impression that I was not welcome there. Two blocks down the street, I discovered the second hardware store, Harmon's. "I'll just see if I can get my porch floor paint here," I thought to myself, as I opened the door.

There was a tall, light-haired, young man waiting upon a rather meanly dressed elderly lady. He was showing her some small hinges and helping her to select a pair for a cupboard door. As I entered, he turned and welcomed me with a genuine whole-souled smile, not a thin veneer, but a sincere smile that fairly radiated good nature.

"Good morning." And his melodious voice sounded as if he meant it.

He did not say: "I'll be with you in a minute." I think he thought the old lady might resent that. Yet for some reason I knew he would not waste a single second in getting to me, once he had finished with her. At least I felt at home in this store, and was willing that the young man take all the time he needed.

And he did. He spent several minutes more in helping the old lady get her dime's worth, wrapped up the hinges, handed them to her, walked to the front door, opened it, and bowed her out with a pleasant: "Come again, Mrs. Ryan." You would think she had just spent fifty dollars instead of only ten cents.

Then as he turned to me, I held out the sliver of wood and asked for prepared paint to match it. He took down a color card; so far as I could see it was the same as the one Mr. Jarr had shown me. Then he laid the sliver of wood on one of the round circles of color. It was far from matching.

"You are Mr. Allen, the new man who has purchased the Cramer house on the hill, aren't you?" he asked me politely.

"Yes, I moved in this morning."

"My name is Harmon, Clifford Harmon, though most everyone calls me "Cliff." I live in the little green huose just across the street from you and next door to Jarr's, the red brick. I expect you want this paint for the floor to that addition to your back porch, don't you?"

"Yes," I said in pleasant surprise. "I went to the other hardware store first and he could not match it. I guess I'll not be able to get it at all as I see you can't match it either."

"Well, it doesn't look much like a match," he said smilingly, "but that dark, bluish-gray shade in the centre of the card is really the original color of the paint on your splinter. You see, your porch has been exposed to the wind, sun and rain for six months and naturally it is somewhat weather beaten. Now I can give you a half-gallon can which will be enough for a first coat on the new work and then a complete second coat over all. When you get through, you'll have a perfect match and a good looking floor."

"All right, I'll take a can along," I said, producing my purse.

"Now, if you folks run short of anything," he said, handing back my change, "go right over to our house and Mrs. Harmon will be glad to render you any assistance she can. And when you are down town, I should be glad to have you make yourself at home here in the store. This is a sort of a gathering

place for all the boys and each one of them will be glad to meet you and make you feel welcome.

"Thank you very much, I'll come again," I said, starting for the door.

"By the way, Mr. Allen," the paint dealer halted me. "I expect you are pretty well torn up and busy as the mischief in getting things straightened out, but if there is anything you think of right now that you are going to need, I'll be glad to send it up to you. In moving into a new house, one usually needs a hammer, saw, nails, screen, wire and so on. Probably your wife could use some kitchen utensils, too."

"That's right," I said, as I remembered my wife had asked me to get two or three articles we needed.

In showing me the things I asked for, Mr. Harmon was so courteous and so interesting in explaining the merits of his goods that I readily accepted a good many additional items he suggested to me. I ended up by purchasing a full supply of all the things we were likely to need. The bill, I think, amounted to something over ten dollars.

Just before I left, I happened to think that I needed a new package of safety razor blades. Not seeing the brand I used in the case I asked for them.

"I'm sorry, Mr. Allen, but we don't carry them. I don't think you will be able to find them outside of Toronto or Montreal. But this kind," he said, holding out a package he had removed from the show case, "are the best that we have, and they will fit your razor. "I'll send the other goods out before five this afternoon, but if you want to take these blades along with you, you can try them, and if they are not satisfactory, you can return them."

So I took the package with me and found the blades to be almost as good as what I had been using. And at a quarter to five, the wagon drove up with the rest of the goods. Mr. Harmon was as prompt as he was courteous and obliging.

On the third day, Mr. Jarr not having shown up with our grate, I went down town and stopped at his store. As before, no one came to meet me and I had to rap on the counter to bring the gentleman from behind the back partition. He acted as though he had never seen me before. After stating my errand and waiting while he rummaged around through the cash register he finally found the order—it had become misplaced, he said. However, he promised to have the grate in the next day, a promise which was not kept as he did not get it in until nearly a week later.

I walked on down to "Cliff's; somehow, "Cliff" came quite natural to me, even though I had met the man but once—with the idea of asking him the best way of removing old paint on a desk I wished to repaint. As I opened the door, I found him standing just inside, his splendid eyes shooting out a welcome to me.

"Good morning, Mr. Allen," he said pleasantly. "You look as if our fine climate was treating you royally . I think you are getting tanned already."

"Yes," I agreed. "I think that I am going to like it here."

"Cliff" stepped over behind the show case, drew a small parcel post package from somewhere below and quickly removed the wrappings to show me a number of packages of the razor blades I had asked for.

"I sent a rush order to the city, day before yesterday," he said simply, "and the blades you asked for the other day came in this morning."

It is unnecessary to go further in my description of "Cliff" and Jarr. What I have told you is typical of that which took place in the months which followed. Of course, I became better acquainted with both of them. I found that Mr. Jarr was not a bad fellow by any means. He was really good-hearted and meant well. He was a good hardware man, too. It simply amounted to this: Mr. Jarr never got my **viewpoint** and "Cliff" did. Jarr loved to fool around in the back part of the store, and usually became so interested in what he was doing that he failed to "come out of it" when anyone entered the store. His mind being divided, he did not give me his complete attention when I wanted to buy.

On the other hand, "Cliff" seemed to think of nothing else in the world but my welfare. Apparently, he stepped into my shoes and looked at each transaction, not from his, but from **my standpoint.** If I mentioned that I was going to build an addition to my house in order to give me a den, he immediately pictured himself doing the same thing.

"What is there in this store that I'm going to need for that den," I think he must have thought to himself "... ..... nails, lock, window fixtures, varnish, floor stain, sandpaper, builders' tools ....." Then he suggested them to me one by one and pictured the room to me in every detail.

When I told Jarr of the contemplated addition to my house, while he did not say anything, he probably thought: "That's fine. Some people have money for everything they want. I wish this hardware business paid well enough for me to improve my house—I'd like to have a den too."

ALBERTA GAME LAWS.

The following extracts are taken from the Alberta Game Act., a copy of which has been sent to Hardware and Metal by an Edmonton hardwareman:

3. No person shall hunt, trap, take, shoot at, wound or kill any animal or bird mentioned in this Act on the first day of the week, commonly known as Sunday.

4. No person shall hunt, trap, take, shoot at, wound or kill:

1. Any bison or buffalo at any time;

2. Any mountain sheep or goat between the fifteenth day of October of one year and the first day of September of the following year and in any event not more than two sheep and two goats;

3. Any elk, or wapiti before the 15th day of November, 1915;

4. Any prong horn antelope before the first day of October, 1917;

5. Any of the deer family, whether known as caribou, moose, deer, or otherwise, between the fifteenth day of December and the first day of November in the following year, and in any event not more than one animal of any one species of such family;

6. Any female deer, female moose, female mountain sheep or female antelope, or the young (under the age of one year), of any of the animals mentioned in this section.

5. No person shall hunt, trap, take, shoot at, wound or kill:

1. Any bird of those species of the family Anatidae, commonly known as ducks and swans, between the first day of January and the first day of September:

Provided always that any person may at any time take and kill in that portion of the province lying to the north of township 50, any Oidemia deglandi, commonly known as white-winged Scoter;

6. No person shall hunt, trap, take, shoot at, wound or kill:

1. Any fox, mink, fisher, or marten between the first day of April and the first day of November;

2. Any otter between the first day of May and the first day of November.

3. Any muskrat between the first day of May and the first day of November.

4. Any beaver at any time before the 31st day of December, 1915.

(4) No person shall at any time use or set poison for the killing of fur-bearing animals.

Lorne Spafford, Sherbrooke, Que., who has been with the Channel Chemical Co., Chicago, and Toronto, Canada, for several weeks, left last week for Australia via San Francisco in the interests of this company.

Practical Problems for Sheet Metal Workers

Article No. 5 of Series

By Chas. Seivers

FIG. 1.

In Fig. I. two problems are shown of very much the same character. At A the problem is:—To draw a line parallel to a given straight line, and at a given distance from it. In this case let A-B be the given straight line and X-X the given distance.

In A-B, take any two points as C and D, and from these points erect lines at right angles to A-B, as shown by C-E and D-F.

With C and D as centres and with a radius equal to X-X draw arcs to cut the lines C-E and D-F. Connect these points, the line drawn through these points will then be parallel to line A-B.

Second Method.

At B, the problem is: To draw a line parallel to a given line, and to pass through a given point. In this case let A-B be the given line and C the point through which the line is to pass.

With the point C as a centre, strike an arc to cut A-B, as at D, with D as a centre and D-C as a radius, strike an arc to cut A-B at F.

With D as a centre and F-C as a radius, strike an arc cutting the arc drawn from D, a line drawn from this point C to E will be parallel to A-B.

In Fig. 2, two methods of doing the problem are shown, viz.: To divide a given line into any number of equal parts.

In the first method let A-B be the given line, draw C-D parallel to it at any distance.

On C-D set off C-1-2-3, etc., as many times as the number of spaces required. Draw a line through C-A and B-D meeting at E.

From points 1-2-3-4-5 draw lines to E cutting A-B. The points where these lines cut A-B divide it in equal parts.

Second Method.

In the second method let A-B be the given line, from one end at A, draw a line as shown at A-C and at an angle to A-B, on this line, set off at any convenient distance, and as many times as the number of divisions required.

From the last of these points being 6 draw a line to B. From the other points 1-2-3-4-5 draw lines parallel to 6-B. Where these meet A-B they will divide it into equal parts.

Fig.3.

To divide a given line, into parts which will have a given ratio.

In this case it is required to divide A B into two parts which will bear to one another the ratio of 3 to 7.

Draw C D parallel to A B at any convenient distance from it. On C-D set off from C any convenient distance 3 times from C to G and 7 times from G to D. Next draw lines through C-A and D-B meeting at E. Then draw a line from E to the 3rd space at G. It will then be seen that A-F and F-B bear to each other the same ratio as C-G and G-D viz., of 3 to 7.

Fig. 4.

On a given line, at a given point, to construct an angle, equal to a given angle.

In this case let A-B-C be the given angle, F-G the given line and G the given point. With B as a centre and any convenient radius, draw an arc to cut A-B in E and B-C in D. With the same radius and with G as a centre draw an arc to cut F-G at K.

Then with K as a centre and D-E as a radius, draw an arc to cut the arc drawn from K at L, and through L draw a line from G. The angle F-G-H is equal to the angle A-B-C.

FALL PAINTING.

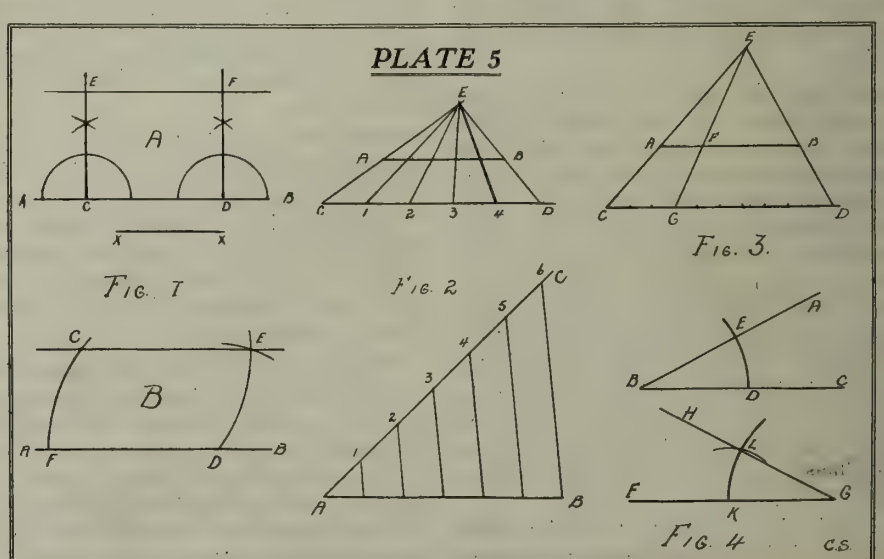
With September the fall painting season has begun. Most of our readers have been too unsettled by the war news to have given this fact much consideration. But now that conditions have become more settled we should give our fall selling campaign careful thought and decide upon an aggressive line of action.

It behooves us to get busy at once if we are to take full advantage of the fall painting weather. Many merchants who have been conserving their energies because of unsettled conditions are going to be awakened with a shock when they find that an aggressive competitor has been getting some of their trade —that he has invaded their territory.

Let us be the invaders. Let us get after the fall painting business before our competitors have finished reading the latest "war extras." We won't miss any news and we'll get a surprising amount of business.

So get out the advertising matter where it can be seen by everyone, put in a window trim on paint—the idea sugested on page 6 would be a good one —enclose in your invoices and letters enclosures suggesting painting this fall. Back up this work with a series of advertisements in your newspaper on painting. We will supply electros willingly. Make up a list of property owners who will paint or whose property needs painting, and get after them hard by personal talks or by letter. Send us their names. We'll write them also. These are "Paint" months and your concentrated efforts on the line will show you a nice profit.

Do your campaigning now. Get after those prospective customers first. Be the invader.—Paint Salad.



American Railroads Reduce Rates Also

Lower Freight Charges as Ordered by the Dominion Railway Commission Will Apply to Shipments From Minneapolis to All Canadian Points West of Fort William Over the Soo and Great Northern Lines—New Schedule Effective October 1st.

The decision of the Dominion Railway Commission in regard to Western freight rates, which resulted in lower transportation charges to all points west of Fort William under the new rate schedules which went into effect on the 1st of September, had an influence which extended outside of the boundaries of Canada.

Coincident with the putting into force of the reduced rates in Canada there were also reductions made in the rates on the Minneapolis, St. Paul and Sault Ste. Marie and the Great Northern railways between Minneapolis and several Canadian points in Manitoba. This has been followed by the issuance of a new schedule for rates between Minneapolis and all points in the Canadian West.

The lower tariffs of the American roads are not due to any direct influence of the report of the Dominion Railway Commission but to the fact that railways compete for business and unless like reductions were made in the carrying charges on the other side of the line there would be many consignments which would take the all-Canadian route rather than through by Chicago.

In the past the charges between Minneapolis and Western points had been covered by the same classification and were on the same basis as between Port Arthur and the same points. The readjustment, therefore, was comparatively simple from the fact that in practically every case the new rates on this side of the line were adopted. However, the indications are that the American roads were not fully prepared for the change for the lower rates only went into effect for three points on the 1st of September —Winnipeg, Portage La Prairie and Brandon. On the 1st of October the reduction will be made general.

Herewith is printed a table showing the new and the old rates to several of the important points in the west from which a general idea can be gained of the reductions made. The first three tables are the same as issued for the 1st of September, the others are for October 1st when the general readjustment goes into force.

It will be noted that the principal benefit comes to the mountain towns. It will also be noted that the reduction in favor of Regina is comparatively large alongside of other prairie cities. The reason for this would appear to be that the American roads did not make the previous reductions in favor of the capital city of Saskatchewan, as the Canadian systems were compelled to do under the decision of the Railway Commission in the Regina freight rates case.

So far as the coast cities are concerned the changes are more difficult to explain. There had been to these points special rates on commodities which have now been changed to class rates, the result being a slight increase on the first-class freight and material reductions on all of the other classes. These changes will likewise apply to freight coming through the United States.

This clause of the finding of the Railway Commission was the least understood of all the report and covers so many changes that even yet the full benefit has not been taken of it by some shippers.

THE OLD AND THE NEW RATES.

MINNEAPOLIS TO WINNIPEG.

Class	1	2	3	4	5	6	7	8	10
Old rate	86	72	57	42	38	34	25	24	20
New rate	85	71	56	42	38	32	24	24	19

MINNEAPOLIS TO PORTAGE LA PRAIRIE.

Class	1	2	3	4	5	6	7	8	10
Old rate	99	82	65	49	44	36	27	26	22
New rate	96	80	64	48	43	36	26	27	21

MINNEAPOLIS TO BRANDON.

Class	1	2	3	4	5	6	7	8	10
Old rate	111	93	74	56	50	42	31	29	25
New rate	110	92	73	55	50	42	30	30	25

MINNEAPOLIS TO REGINA.

Class	1	2	3	4	5	6	7	8	10
Old rate	162	136	107	81	72	63	45	41	37
New Rate	154	129	103	77	69	60	43	41	36

MINNEAPOLIS TO CALGARY.

Class	1	2	3	4	5	6	7	8	10
Old rate	224	186	149	112	102	90	63	59	52
New rate	221	185	147	110	99	88	63	55	52

MINNEAPOLIS TO NELSON.

Class	1	2	3	4	5	6	7	8	10
Old rate	303	253	202	152	140	125	89	91	73
New rate	251	209	167	126	115	104	74	61	61

Above chart shows at a glance declines in freight rates between Minneapolis and Western Canadian cities.

NO PLACE FOR THE SLEEPY.

Never more than at the present time, was it necessary for the retail merchant to be alive and awake to what is going on around him. He is confronted with problems that were unthought of by his grandfather and only dimly sensed by his father.

Success in the business world to-day comes to the man who takes full advantage of the opportunities that are before him. This must be done actively, not passively. The time is past, never to return, when the retail merchant could sit in his store and wait for trade to come to him.

In this day and age, he must go out after business progressively. The other fellow is doing it and unless you also do it, you will be distanced in the race.

The self-satisfied man, the man who will not learn and the man who is asleep at the switch will alike be relegated to the industrial scrap heap of the bankruptcy court or the office of the trustee.

There are means within the reach of every retailer to improve himself, to learn new methods. He who fails to avail himself of them is doomed.—Hardware Trade.

Current News

Fire Losses.

Sydney, N.S.—Doucet Hardware Co., has suffered a fire loss.

Business Changes.

Rush Lake, Sask.—R. T. Storrey is reported discontinued.

Obituary.

The death occurred recently of T. A. Stott, dealer in hardware and bicycles, etc., at Ottawa, Ont.

Death of J. W. Glover.

The death occurred at Victoria, B.C., of J. W. Glover, of the Glover Hardware Co., Vernon, B.C.

Added Hardware.

Powassan, Ont.—Jas. McArthur, furniture dealer, has added a hardware department.

Late J. F. Campbell.

The death took place recently at Toronto of J. F. Campbell, who for many years acted as travelling representative of the Elaterite Paint Mfg. Co., Des Moines, Ia.

New Firms.

Collingwood East, B.C.—A. E. Ducklow, formerly manager of E. A. Walker & Sons, hardware store at Grenfel, Sask., has started a hardware business here in partnership with T. E. Harrison. The firm will be known as the Collingwood Hardware Co.

Joins Ft. Garry Horse.

Another hardwareman about to go to the front from Winnipeg is Godfrey Darling, advertising manager of G. F. Stephens Paint Co. Mr. Darling has joined the Fort Garry Horse and is now stationed with the rest of that force at Osborne Barracks. He expects to leave with the second contingent.

Mr. Darling has frequently contributed articles to Hardware and Metal, upon subjects relating to paint, and was active in connection with the clean-up, paint-up campaign which resulted in such good work being done last May. During Mr. Darling's absence L. C. Stephens and D. McIvor will look after his work.

Promotion of R. C. Misson.

The announcement has been made by C. C. Ballantyne, vice-president and managing director of the Sherwin-Williams Co. of Canada, Ltd., that R. C. Misson, sales manager, Eastern division, has been appointed to the position of manager, the Eastern division, with headquarters at Montreal. Mr. Misson's many friends throughout Ontario and the East will be glad to hear of this advancement.

Mr. Misson has been connected with The Sherwin-Williams Co. since the beginning of the business in 1895. He is



R. C. MISSON.

a hardware man, having started his business career with the old hardware firm of Dingwell & Ross, Port Hope, Ont. His first position with The Sherwin-Williams Co. was that of travelling representative on a territory in Eastern Ontario. His energy and ability in a few years won promotion and he was appointed as a special representative to call on the manufacturing trade. Here again he proved his devotion to the Company's interests and his business ability, and it was not long before he was promoted to be sales manager of the carriage and manufacturing sales department, and later sales manager of the Eastern Division. His success in all these different capacities has won recognition in his present promotion to be manager of the company's entire business in the Eastern division.

A little over a year ago W. S. Fallis, at that time Western sales manager, with headquarters at Winnipeg, was appointed manager of the Western division, in complete charge of all the Western offices and warehouses. Mr. Misson will now have the same duties in the east, and will make his headquarters at Montreal. Both the Western and Eastern managers report to the vice-president and managing director, Montreal.

Ontario Incorporations.

Boxall & Matthie, Ltd., capitalized at $40,000, head office Lindsay, to acquire and take over as a going concern the business of hardware merchants and plumbers now carried on at Lindsay under the name of Boxall & Matthie. Incorporators: James Boxall, Geo. H. Matthie, Arthur Gamble, C. H. Fox, C. H. Meehan, E. L. Way.

Peninsular Motor Sales Co., Ltd., capitalized at $40,000, to deal in motor-driven vehicles.

Death of F. S. Brush.

The death took place last Saturday morning, September 26, of Fred S. Brush, Montreal. On Friday he was out motoring and in the best of health, but took suddenly ill during the night, death ensuing shortly after midnight. He was a son of the late George Brush, and was for many years proprietor of the Eagle Foundry, Montreal. He served in the North-West Rebellion.

Personals.

Robert Smith, of Smith & Schaefer, Bolton, Ont., has been paying a business visit to Toronto this week.

Oliver Vokes, of the Vokes Hardware Co., Toronto, underwent an operation for appendicitis at a Toronto hospital last week.

J. A. Simons, of Sunderland, Ont., and A. E. Simons, of Cannington, Ont., have been in Toronto this week visiting the trade.

London Notes.

London, Ont.—Geo. W. Pratten for the past year and a half with the Purdom Hardware Co. has left to take a position as travelling salesman with the Canada Steel Goods Co., Hamilton, Ont.

The death occurred here recently of Hector McPhie, who for many years was an employee of the Hobbs Hardware Co.

The Purdom Hardware Co., received a gold medal for their exhibit at the Western Fair.

The marriage took place on Sept. 23, of Keith Murray of the Hobbs Hardware Co. He is the third London hardwareman to join the ranks of the benedicts during September.

Morris Watts of J. G. Steele & Co., hardware and Wm. Groshaw, of Cowans' Colossal Hardware, have gone to the front with the Canadian contingent.

Western Notes.

L. A. Blackwood, general manager, of the Miller Morse Hardware Co., is away on a business trip through the Western provinces.

J. M. Lynch, of the buying department of Miller Morse Hardware Co., leaves for the Eastern States towards the first of the month with the object of arranging to secure some lines to take the place of those which the war has rendered unattainable. Before returning to Winnipeg, Mr. Lynch will attend the convention of American hardware men at Atlantic City.

HARDWAREMEN AT FALL FAIR.

Chatham, Ont.—That fall fair exhibits are regarded as good advertising for hardware dealers is indicated by the fact that a number of dealers who have shown in the main building of the West Kent Agricultural Society in former years were again represented in the 1914 exhibition, held Sept. 21-23.

In the south wing, the Willard Hardware Co. occupied a large space, having a very attractive booth devoted chiefly to a showing of up-to-date ranges and heaters, of which a number of popular lines were exhibited, the McClary goods being featured. Kitchen cabinets, to which the Willard store has been giving some attention, were also advertised, a sample cabinet being shown. Just around the corner, a smaller space was given to a display of peculiar interest to farmers, metallic shingling, siding and similar goods being shown, as well as a sliding barn door equipment. A feature of the main Willard display was that the booth was backed and ceiled with wall board, attractively paneled, showing this line of goods in actual use. Zincs, oil cloth squares, and other stove accessories were shown in connection with the stove display.

Similar space in the north wing was occupied by J. C. Wanless, this display also featuring stoves and ranges. The Wanless booth also made use of the paneled wall board idea. In addition to the stove display, a demonstration was given of floor finishes and wall finishes, and a display was made of these products.

A smaller booth was utilized by Chas. R. Stevenson, hardware and implement dealer, for a display of the De Laval cream separator, which was quite attractively arranged. Mr. Stevenson was personally in charge during a portion of the time.

The excellent opportunity to meet customers and prospects personally and to distribute advertising literature where it would do the most good was taken full advantage of by the various hardware dealers who put on displays, while enquiries of all kinds regarding the working of the goods shown were courteously and clearly answered.



Captain C. Hutton Crowdy, son of G. J. Crowdy, general manager of James Hutton & Co., agents for Jos. Rodgers & Co., cutlery manufacturers, Sheffield, who has gone to the front with his regiment the 5th Royal Highlanders.

TIMELY HARDWARE WINDOW.

Chatham, Ont.—P. Cunningham & Co., hardware dealers of Chatham, Ont., have been utilizing window display space recently for a display that is timely in a double sense.

The outstanding feature of the display is a collection of curious weapons, which are shown in the foreground of the display. The most modern items in the collection are a couple of bayonets used in the Franco-Prussian war of 1870, which, in view of the present European war, attract a great deal of attention. Other items are a couple of Japanese daggers, reputed to have seen service 300 years ago; some ancient Samoan crooked swords; and examples of the well-known Chinese foils or practice weapons, made of copper coins. At a time when the European war is a subject of general discussion, the display naturally halts a great many people.

The ancient curios shown, however, are used for the practical purpose of leading up to a display of modern weapons, including shot guns, rifles and ammunition of various kinds, which are neatly and attractively arranged in the background and afford a marked contrast. These naturally interest sportsmen who are looking forward to this season's shooting. The various items in the ancient collection are labeled, while an additional show card invites the passer-by to "Come in and look at our guns." The back of the window is attractively curtained off with colored hangers furnished by the manufacturers of up-to-date weapons.

CATALOGUES AND BOOKLETS.

Starrett Display Book.

The L. S. Starrett Co., Athol, Mass., have issued a very attractive Starrett display book, entitled "Your Display—a Salesman," being a few words as to how to make the display effective, and a few examples of windows that have actually proved their worth. Many excellent reproductions of window displays are shown. One of the interesting articles in the booklet is reprinted from Hardware and Metal. The article was written for Hardware and Metal by Nelson Mills, vice-president and general manager of the Mills Hardware Co., Hamilton, when the Mills Co. display won the one hundred-dollar prize in the recent Starrett contest.

Electric Novelties.

Interstate Electric Novelty Co. of Canada, Ltd., 220 King Street W., Toronto, have issued a 23-page catalogue illustrating and describing an extensive range of electric novelties. Among the lines shown are flashlights of various kinds; revolver flashlights; house lanterns; electric bicycle lamps; cap and lapel lights; scarf pins; cycle lamps; electric-lighted alarm clocks; watch holders; electric candlesticks; tungsten bulbs; batteries, etc.

Norcross Booklet.

C. S. Norcross & Sons, Bushnell, Ill., have issued an attractive 16-page booklet featuring the Norcross line of garden cultivators—hoes and weeders. Copies will be mailed on request.

New Hardware Goods

Offered Canadian Hardwaremen

UNDERGROUND GARBAGE RECEIVER.

The Majestic Company, Huntington, Ind., have placed on the market the Majestic underground garbage receiver here illustrated. The makers state that many unsightly and unsanitary back yards and alleys are caused by nothing less than inadequate means for taking care of cans and receptacles for holding garbage or burning waste paper and refuse that these objectionable features can be eliminated by using underground receivers. The receiver is described as follows:—

The body of the outer can is made of 16 gauge American Ingot Iron, and will not rust in the ground. The cast iron top consists of a single casting (which is lifted from the iron shell or outer drum for the removal of garbage can by the collector) with a hood-shaped top, which holds the removable hopper, the hopper always remains closed when not in use, preventing any danger of entrance of mice, rats, dogs or cats, or escape of odors, and is absolutely fly proof. The hopper can be opened easily by the foot,

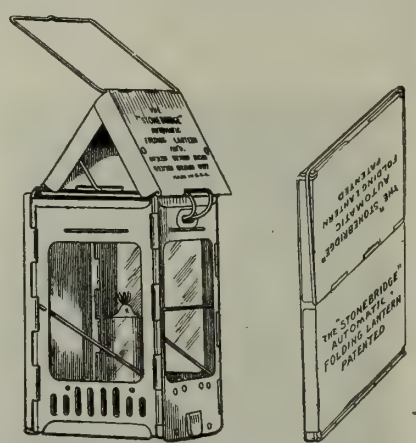


Majestic Underground Garbage Receiver. showing how hopper is operated.

and just a little kick will shut it easily and quickly. No need of touching with the hands.

The inner garbage can is made of galvanized iron, in 12-gallon, 16-gallon and 30-gallon sizes, to suit the requirements, ranging from that of small families to restaurants and hotels.

The No. 2 receiver can be used for burning paper and refuse, and contains a cast iron receptacle for holding the ashes



Stonebridge Folding Lantern ready for use and folded.

that accumulate. The ash receiver can be taken out by means of a bail and ashes emptied into can.

STONEBRIDGE FOLDING LANTERN.

C. H. Stonebridge Mfg. Co., 23 Warren St., New York city, offers the Canadian hardware trade, the new model Stonebridge No. 6 folding lantern here illustrated.

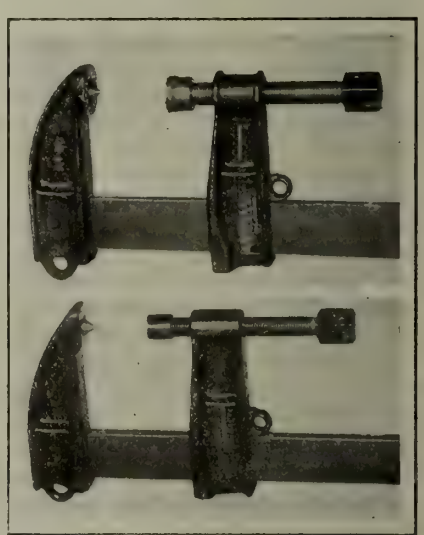
The lantern is made of galvanized iron, and may be folded very compactly when not in use. The sides and bottom of the lantern are provided with elongated apertures with sliding covers so that they may be closed in a high wind. The bottom of the lantern is also perforated, giving an increased supply of air. A pan is formed in the bottom so that the drippings of the candle are retained therein, thus preventing the soiling of the lantern and the clogging of the perforations in the bottom. It is said that in this lantern the candle receives a large amount of air. When the lantern is used in a tent or building, the ventilators may be left open, and the candle will receive all the air necessary for perfect combustion. When taken out of doors in a high wind, the ventilators may be closed and the candle will then receive sufficient air through the perforations in the bottom. The makers say that in this model the candle will burn a little longer when used indoors than in the old model, and twice as long when used outside in a high wind. This model is also supplied with wind shields to protect the opening in the top, making it stormproof.

STEEL CLAMPS.

Several new designs of clamps are being offered to the Canadian hardware trade by the James L. Taylor Mfg. Co., Poughkeepsie, N.Y. The new designs are said to be particularly adaptable to the needs of dock, ship and barge builders. Two clamps, No. 46 and No. 60, are here shown.

Style 46 is made with steel point in a stationary jaw and with a revolving serrated cap on the point of the screw. This clamp, Style 46, can also be made the same as No. 45 when so ordered.

It has a high grade steel bar 3 x ⅞ inches, a steel screw 12 x 1¼ inches and a square head 1½ inches adapted for use with either wrench or bar. All the castings are the best refined malleable iron. The clamp is tested to safe clamping strain of 14,000 pounds.



Taylor Clamps Showing Numbers 46 and 60

The No. 60 has a high grade steel bar 4 x 1 inches, and a steel screw 15 x 1¾ inches, tested to a safe clamping strain of 26,400 pounds.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Reports from various sections of the country indicate that trade in agricultural districts is almost normal. In the larger cities and in towns where manufacturing industries are located, conditions are not quite as good as hoped for. Hardware markets have steadied considerably during the past two weeks. Collections are showing improvement and the general outlook is more hopeful than at any time since the outbreak of the war. The approach of cooler weather is stimulating the demand for fall goods, particularly heating equipment. The metal markets are still quiet and very low prices prevail on many lines. Plate glass has advanced in price, while some lines of rope have declined. Brushes of all kinds are being advanced considerably. Paint markets remain unchanged.

MONTREAL.

MONTREAL, Sept. 30.—A general improvement in the hardware situation has been evident during the past week. The general trend of business has been more hopeful. Throughout the Province of Quebec there seems to be a certain amount of business which does not directly respond to the depression created by the war conditions. In this way the trade throughout the province is almost considered good. Throughout the rural districts and the small towns trade compares most favorably with that of last year. The demand for goods used on the farm is good. Most seasonable articles are moving along well, and there seem to be ready sales for all staples. The trade seems to have altered, from the general trend of things of the past few years, in many ways. First, the retailers are buying in smaller lots than is usual. They apparently have studied the situation carefully, and have concluded to buy more carefully. Many fancy lines have been omitted from orders entirely, and only the real staple articles seem to find a ready market in the wholesale trade.

The heating season is at hand, and a brisk business in these lines is anticipated. However, a new market has been opened up for furnaces, steam pipes, water pipes, boilers, radiators and their fittings. The dealers in these latter lines all report business coming in very nicely.

Goods Moving

Considerable business seems to be moving in the lines of guns and ammunition and other supplies for hunters. The supply of German skates being small, jobbers were compelled to look elsewhere for their supplies. A large number of varieties have been imported from United States. Horse blankets, shovels, scoops, axes, etc., are all moving along nicely, although compared with last year the demand is somewhat less.

Metals.

The prices of metals seem firm. The market is very quiet, and nothing in the way of large orders seems to be moving. There seems to be about a certain amount of business to be had, and the various dealers appear to be each getting their share. Little comment can be made in the situation, as matters will no doubt remain as they are for some time.

Rope and Twine

Following the weakening in price of a week ago, there have been no further changes. The amount of rope and cordage moving does not amount to much, as this is the dull season.

General Lines.

In as far as the general lines are concerned there is a movement of all articles of a staple nature. The trade seem to be buying more carefully than heretofore. Payments seem to be as prompt as under normal conditions. Cheap lines do not seem to be as popular as they have been, and those lines of genuine merit seem to be more than holding their own. While again articles of the expensive and luxurious lines do not appear to be finding much favor.

Stoves and Tinware.

Some dealers report a very brisk business in the stove and furnace line. Even compared with last year some dealers claim their present trade shows up well. Others report a good state of affairs, and there everywhere appears to be activity in the stove line. Radiators, steam and water pipes, fittings, hot air furnaces, etc., all seem to be selling remarkably well. In the tinware and galvanized lines business is only fair. However, in the sheet metal stoves there seems to be a big movement. Most houses have been able to maintain a full staff, and everywhere the optimistic feeling prevails.

TORONTO.

TORONTO, Oct. 1.—The situation generally in the hardware trade is much the same as last week. The country trade is good, in fact almost normal, but the city trade is dull except for seasonable lines, which are moving fairly well. Considering the usual effect which European and other national disturbances have had on trade in Canada, we would expect at the present time to see a very serious dislocation of business. As it is, conditions are not very different from those which prevailed during the time when the Balkan and Mexican troubles were being settled, both being very insignificant affairs when compared with the present conflicts. It is fortunate for the country that trade is as good as it is, for it might be a good deal worse, considering the magnitude of the war and its far-reaching effects.

The hope that Canada will eventually benefit to a considerable extent on account of the war is having a beneficial effect on business and is helping to stimulate the more optimistic spirit which is noticeable in the trade. Business has picked up in a surprising manner and there are distinct indications of returning confidence in business circles. This has more bearing on the city trade than that in the country districts, as the former has been more seriously affected by the war, whereas the country trade has been, in a measure, stimulated. Farmers are able to dispose of their produce at remunerative prices with a corresponding benefit to the surrounding community.

We understand that Mr. P. G. Donald, representing the Builders' Mer-

chant Alliance of London, England, has placed some orders for builders' hardware in Canada. This may be a nucleus of considerable business in the future. Some special classes of goods in which he is specially interested are cut nails, screws of all kinds, bolts and nuts, lead products and butted tubes for electric wiring.

Metals.

The metal markets are fairly steady and quiet, and there has been practically no change in prices this week. A fair amount of business is being done, although in comparatively small lots. Tin appears to be easier and is quoted locally from 33c to 34c lb.; copper remains unchanged from last week's quotations; spelter is easier and is quoted from 5¾ to 6c lb. Lead remains unchanged and is quoted locally from $4.80 to $5. Other metals remain unchanged. Collections are fair.

Rope and Jute.

The jute market has been considerably disturbed by the sinking of some steamers with cargoes of this material from India. This incident has caused a shortage of jute and consequently the price has advanced, also of products made of this material. Supplies can be obtained to some extent from Dundee, Scotland, but dealers are not inclined to buy unless absolutely necessary for immediate and urgent requirements, at the increased prices. Manufacturers of burlap and jute bags have some stocks on hand which may last until the situation improves, that is, until shipments begin to move again. The British Government has forbidden the export of jute from India until such time as safe transportation can be guaranteed. The jute crop in India has been exceptionally good this year, so when shipments begin again, prices will be considerably lower. Trade is quiet, the Government orders having nearly all been filled.

Prices of rope have weakened on account of the Mexican troubles. Best Manila is now firm at 16c base, but Sisal has been reduced ½c and is now quoted at 10c per lb. Other quotations are as follows: British Manila and African hemp 12c base; lath yarn, 9¼c per lb. base. The difficulty of obtaining supplies of Russian hemp has caused an advance in these lines and quotations are as follows:—Russia deep sea line, 22c; Russian tarred bolt rope 19½c, and tarred ratline, 18½c per lb.

Wire Nails and Screws.

There is no change in prices this week and business is quiet. There is a good demand for copper rivets for harness manufacturers, on account of large Government orders. We quote wire nails $2.25 base and cut nails $2.70 base.

Poultry Netting.

The importation of English netting in the larger sizes is almost prohibitive under the prevailing conditions, as English manufacturers are troubled with labor conditions and a difficulty in obtaining raw material. In smaller sizes a little netting may be imported. The Canadian list is being revised, but prices are not settled yet.

Stoves.

There is a seasonable demand for stoves and heaters, particularly in the country trade. City business is inclined to be quiet. The approach of cooler weather is having a stimulating effect in the trade. Prices on Canada plates and tin plates are unchanged and business fair.

LONDON.

LONDON, Oct. 1.—Business conditions remain practically unchanged this week. The retail stores are fairly busy, and retailers have good reasons to expect a big improvement in business as soon as the cold weather sets in. No price changes have taken place during the week.

Building Materials

The demand for building materials is not heavy, although it must be said that considering conditions, this has been a very fair year for building operations in London. Wire nails remain at $2.25 base; cut nails, at $2.70 base; solid sash weights, $1.60 per 100 lbs.; sections, ½-lb., $2 per 100 lbs.; 1-lb. sections, $2.25 per 100 lbs.

Binder Twine

There is a fair sale of binder twine used for corn harvesting. The following prices prevail:—

500 ft. to pound	.....	9¼c lb.
600 ft. to „	.....	11c lb.
650 ft. to „	.....	13½c lb.

Fall Goods.

There is a good demand for fall lines, including ready roofing, blankets and robes, etc. The recent cool weather created a demand for oil heaters and other heating equipment. Furnace scoops, ash sifters, stove shovels, stove pipe, etc., are selling in large quantities.

WINNIPEG.

WINNIPEG, Sept. 30.—The same steady tone which was noted last week is evident, and there is now a tendency to recount anecdotes of how those who became stampeded on the outbreak of war have suffered as a result. It is stated, for instance, that one man absolutely refused to accept a shipment of heavy metal which he had ordered, and which was rolling when hostilities commenced. He has already bought from the firm who relieved him of his responsibility more than one-third of the metal he originally ordered, paying for this, of course, at a considerably advanced price.

Generally now a steadiness has come, as the result of dealers, jobbers and manufacturers all having had time to think over the various difficulties, and while, this week as last, there are a number of price changes—many of them upward—there is little feeling of disquietude.

Rope Down 1c a Lb.

Despite all indications, rope has dropped 1c a lb. during the week. Why this change has come no one seems able to say. Last week word came from the manufacturers that an advance was very likely. This week came an announcement of the lower prices.

Belting has not been changed by the jobbers, but from manufacturers have come statements that the price is now advanced 10 per cent. This being the case, it is very likely that the jobbers will have to move the price up correspondingly before any great lapse of time. The demand for hides in England, for various war purposes, is of course the cause of this advance.

Nails Offer Opportunity.

The meeting of Eastern wire and nail manufacturers, which was to have been held in Winnipeg last week, was postponed, but is being held as this is written. It is impossible to get any information as to the decision reached at this meeting. Local jobbers, however, are doubtful if there will be any change. Yet the situation here is peculiar. England has been importing nails largely from Germany. It is said something like a million kegs a year have been brought in from German mills, and this supply will now be secured from Canada and the United States. This appears one of the phases where Canadians stand to gain something as a result of the war. There is one Eastern plant whose output is being almost entirely taken to fill English requirements, which of course leaves more business for the other Canadian plants. Such a state of affairs might be expected to bring an advance, yet there are internal conditions which make this advance uncertain.

More About Poultry Netting.

The poultry netting situation is still attracting a good deal of attention here, and it is very evident that this is a situation upon which there is room for a difference of opinion. It is now stated that English poultry netting will be available in Canada, though certainly at a higher price. When war broke out, English manufacturers, finding their supplies from Belgium cut off, were in-

clined to think they would have difficulty getting the spelter necessary for galvanizing. They have now found that they can get any amount of spelter they may want from the United States, and that the extra freight charges on this will be only about ½c per lb. This extra charge for spelter would not necessitate a great advance in price, yet the 25 per cent. advance struck a little time ago, is practically certain to be maintained. It is indeed possible that there may be another upward movement. A peculiar condition has existed in poultry netting, it having been possible to buy the English makes cheaper in Canada than in the towns where they are made. This state of affairs is now being altered.

Manufacturers of batteries, who in some cases have been a good deal worried since the outbreak of war, are, like many others, getting their business straightened away now, and are finding their stocks of raw material in very satisfactory shape. It is very unlikely that there will be any advance in the price of batteries, and there seems no reason to doubt the ability of manufacturers to fill the orders of their customers. Manganese di-oxide, which of course comes from Russia, is difficult to secure at the present time. Prices for this have advanced, but fortunately there are good stocks available and manufacturers do not anticipate any difficulty in getting these. By the time present stocks are getting low some arrangements for getting in fresh supplies will almost certainly be made.

Plate Glass Up.

The week has seen an advance in the price of plate glass of 5 per cent., the discount now being quoted at 35 per cent. instead of 40. While the war is again responsible, the high price which the English and American manufacturers have to pay for raw material having forced them to advance the price, it is yet a fact that this advance was really justified in July. Dealers have got the benefit of the cheaper rates since that time.

The heavy demand for glass has now somewhat abated. A very great deal was bought this year and it seems that dealers will be well protected against advances which are almost certain to come.

SUPPLY OF ALUMINUM.

The British Aluminum Co., Ltd., Toronto, have written to Hardware and Metal stating that some apprehension has been shown by users of aluminum as to the possible hold-up of the European supply. The above firm state that they are maintaining their shipments of British aluminum unimpeded by the war conditions prevailing in Europe.

Courage Under Present Conditions

AS AN example showing how business men in England are keeping up their courage under present conditions we are publishing a letter which was recently received by the J. H. Still Mfg. Co., St. Thomas, Ont., from J. C. Plimpton & Co., Ltd., Liverpool, Eng., a firm doing an extensive importing and exporting business:—

Liverpool, Sept. 12, 1914.

Messrs. The J. H. Still Mfg. Co.,
St. Thomas, Ontario, Canada.

Dear Sirs.—There seems to be a great amount of misinformation with regard to England's position in the U.S.A. This is caused by German lies freely circulated in the U.S.A. and all other neutral countries, by the German Government. We send by accompanying post, a copy of to-day's Times, and will send a copy weekly to you until the true position of affairs is more widely known.

Please peruse it, circulate, and also circulate the following news:—

Our Company employs upwards of 200 hands. We have not discharged a single employee on account of the war or on account of slackness in trade.

We have not reduced a single salary, or other emolument, or worked short time on either of the above accounts.

We keep 14 traveling salesmen on the road ordinarily. They are all now traveling as usual.

The orders they have booked are slightly above the average for this time of the year.

We have in no single instance, deviated from the usual terms of credit we give our customers, viz., 2½ per cent. for cash in 30 days or four months net.

Nor have we been asked by any house from whom we purchase materials of any sort in the United Kingdom for payment on any other than usual terms.

Out of 17 single men in our employ eligible for military service, 10 have joined the army for the term of the war, and are now under arms. Their places are being kept open for them and their dependents adequately provided for.

Our experience is not very different from that of other firms who have adopted a calm, progressive and optimistic policy as most firms in this country have done and are doing.

Apart from recruiting and drilling work, it would be difficult to realize anywhere in the country that we are at war.

Railway traffic has been normal in spite of the heavy strain thrown upon it by mobilization.

With the exception of the North Sea, trade routes are open and shipping is normal the war risks on shipments being considered normal. For instance, a war risk on a coasting steamer and cargo from Liverpool round to London, in spite of the danger of mines, is three-eighths of one per cent.

With the single exception of sugar, food prices in this country, are absolutely and entirely normal; there is no shortage of any sort whatever. The reason for sugar being higher is that the great part of the supply of beet comes from Germany.

There have been no failures of business concerns of sufficient size to create any attention whatever.

You will find most of these facts verified in The Times. By reading it carefully, you will be able to judge the feeling of the country and the position, and by making the facts in this letter as public as you can, you will be doing the cause of civilization a service.

Yours faithfully,

J. C. PLIMPTON & CO., Ltd.

Paint Department

Brush Situation in War-Time

Letter Received by Hardware and Metal From a Brush Manufacturer Outlines the Brush Situation at the Present Time.

At least one section of the painting industry has been seriously affected by the European war. Manufacturers of various kinds of paint and varnish brushes are up against an unprecedented situation and are having considerably difficulty in adjusting their prices to meet present conditions. Hardware and Metal is in receipt of a letter from one of the leading paint brush manufacturers in Canada. A portion of the letter is here appended:—

"You are probably aware that the paint brush makers are having a hard time adjusting the prices of their paint brushes to the present cost of their materials. Bristles which come off a semi-wild hog of Russia and Siberia and also a large black hog of China, have advanced in the neighborhood of 50 per cent. since war was declared, on account of the practical stoppage of shipments from Russia and Siberia. Chinese bristles also have been stopped as far as shipments coming forward are concerned, and they, of course, follow the lead of the Russian bristles. Whether this enormous advance will continue and the price either go higher or come lower is very hard to state at the present time, but we think prices will continue to advance as spring comes on and the demand increases.

"The other hairs which are used in brush industry are also causing a great deal of trouble. Camel hair is only dressed in Germany. To the best of the writer's knowledge not a pound has ever been dressed in America, the dressers around Nurmberg controlling the whole market. As the trade of dressing this very fine and short hair is an art in itself, we do not know what is going to occur when the present stocks run out, and the difficulty of getting the raw stock, which in the past has always drifted to Germany as a natural outlet for it, will be one of the troubles.

Badger skins from which the badger hair is gotten, come entirely from Russia. At the present time there has been an advance in this article of nearly 100 per cent.; in fact, it is not a question of what you would have to pay, but a question of whether it can be bought at any figure or not.

"Bear hair, we are pleased to say, is in a little better condition. German Jews have been dressing this around New York City in quite large quantities during the last ten years and in consequence the trade is not forced to buy from Nurmberg district in Germany, although even yet the Nurmberg dressers are by far the best in the world.

"Ox hair, which is generally called Siberian ox hair, comes from the inside of the cows' ears. These ears have been, in the past, taken to Germany, the hair cut out, and the skin used for other purposes, and the gristle of the ear used for gelatine. We are, however, pleased to say in the last few years they have commenced to dress this in the U. S. A., and we can get a fair dressing of it there. It will, of course, advance as well as bear hair on account of not being able to get it in the raw state, but it will not be in the same state as camel hair.

"We thought that possibly some of this information might be of interest to you and also to the trade. It will mean that there will be an advance of 30 to 40 per cent. in the price of painting brushes between now and spring."

The fibres used in the brush industry come from pretty nearly every quarter of the Globe. Palmyra and cocoa come from India; Tampico fibre and rice root come from Mexico; the different basses come from either Brazil or the west coast of Africa, according to quality; ketool also comes from a small district in Africa, while palmetto fibre comes from Florida."

The above information gives our readers a good idea of the brush situation as it exists to-day.

EFFECT OF WAR ON MINING INDUSTRY.

Modern transportation facilities have knit together by ties of commerce the most widely separated countries. All nations, therefore, whether participating in the present European war or not, will be affected by it.

For example, the mining industry in Canada is financed largely by capital supplied from Europe and it is evident that during the war, little or no money will be forthcoming for new mining developments.

In the case of the metals, the Canadian production in 1912 amounted to about $61,175,000; practically this entire output was exported for refining purposes, chiefly to the United States.

One of the first effects of the war was the closing of the London and New York stock exchanges. In the United States, selling agents report no market for copper, and, as there are no transactions, there are no quotations. As Canadian copper is exported to the United States for refining, and as the American market is now extremely dull, the copper mines of Canada will be affected.

As regards silver, New York is but the shadow of the London market and silver mines throughout the world are rendered idle by the lack of demand for their product. In the Cobalt camp, the complete or partial closing of a number of the principal mines has resulted already in throwing a great number of men out of work. However, as Great Britain maintains the mastery of the sea, the business in silver with India and China will probably be resumed.

As the lead production of Canada is refined at home, with Montreal as the principal market, this industry will not be seriously injured.

Medicine Hat, Alta.—At the annual meeting of the Alberta Linseed Oil Works, Ltd., the following officers were re-elected:—President, John McNeeley; vice-president, H. C. Yuill; secretary-treasurer, W. W. McNeeley.

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada

To build a successful business on a basis of permanence and profit, it is absolutely necessary to supply your customers with **quality goods** which will surely satisfy and retain their confidence, thus assuring repeat orders, increased business, more profits.

Martin-Senour Paints and Varnishes have that essential quality.

Our Dealer Agents Vouch for it.
Users positively Know it.
Time has surely Proven it.
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The Martin-Senour exclusive agency is a valuable asset.
Would you like to have the plan laid before you for consideration?

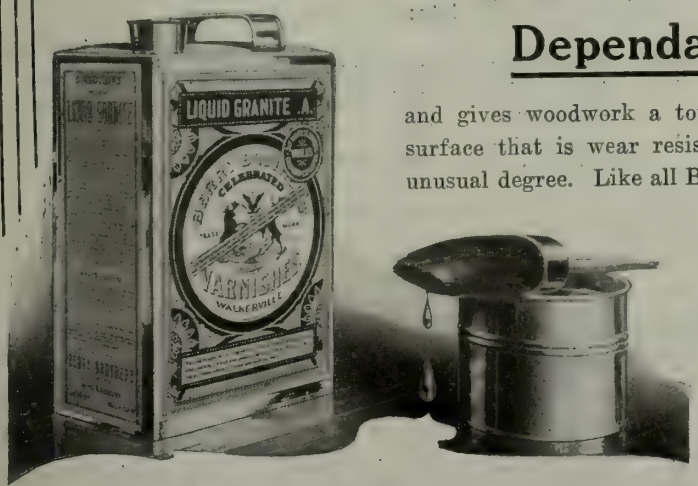


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LIMITED
PRODUCERS OF PAINTS AND VARNISHES
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Don't Sell—Just Floor Varnish —Sell Liquid Granite

When your customers ask for a good floor varnish remember that back of Liquid Granite is a reputation for quality that protects both you and your customer. You can sell Liquid Granite with a feeling of certainty that your customer will be pleased and your **reputation** enhanced. Liquid Granite is a floor varnish



Dependable to the last Drop

and gives woodwork a tough elastic surface that is wear resisting to an unusual degree. Like all Berry Bros.' Varnishes it is of the highest quality. Do your customers and yourself a good turn by selling Berry Brothers' Varnishes—the varnishes you can always rely upon to satisfy. Write for our dealer proposition to-day.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont.

Weekly Paint Markets

MONTREAL.

MONTREAL, Sept. 30.—Conditions prevailing in the paint circles during the last week have been pretty steady. The sales seem to have continued very much as was expected from the existing conditions. The decrease in business seems to have been traced more or less directly to the city trade. In the rural districts the trade seems to be quite up to normal for this time of year. This is, of course, the rather dull time.

The successes of the allied forces and their reverses seem to be reflected directly in the paint market. However, the condition brought about by the European war, which seemed to have the most effect upon the paint manufacturers, was the shutting off of their source of supply of various pigments. Germany has for years been the chief source from which many pigments were obtained. Other sources of supply have been found, and there will be no shortage of any colors, nor will it be probable that there will be any rise in price due to this cause.

Linseed Oil.

The flaxseed crop in the North-West is reported to be a little light, and it is rumored that the price of oil will be advanced. Then there is the fact to be considered that the export trade is cut off. These two facts are compensating, and it is probable that the price of oil will not be advanced more than is usual at this season of the year, if at all. Stocks on hand are heavy. There is, however, a persistent rumor that an advance is being contemplated. To-day boiled oil is quoted in single barrels at 62c per gallon. Raw oil is quoted in single barrels at 59c per gallon, which is decidedly weaker than last week's figures.

Turpentine.

The turpentine situation is pretty settled now, and there is a supply sufficient for all needs at present. The prevailing prices are:

½-bbls. lot, per gallon.....	68c
1 „ „ „ „	65c
2-4 „ „ „ „	64c
5-10 „ „ „ „	62c

This shows a tendency to weaken a trifle from last week's prices. Gasoline prices are quoted as follows:—

In drums, per gallon, 15½c, ex warehouse, Montreal.

From tank wagons for city delivery in less than 100-gallon lots, per gallon, 15c.

In 100-gallon lots or more, per gallon, 14½c.

White Lead.

White lead markets are rather dull, there being but a nominal demand. The price remains unchanged. There is not much change anticipated in this line for a while at least.

Glass and Putty.

Glass prices continue very firm, with even a further tendency to strengthen. As a large quantity of glass comes from Belgium, the source of supply is very effectually shut off. Until other sources are found the high price of glass will be maintained. Putty seems to command a fair price, but it is not very active at present.

TORONTO.

TORONTO, Oct. 1.—No change in the general situation regarding the paint market is to be noted this week. The decline in the building trade is affecting this market, especially in the city, where little improvement can be expected until industrial conditions improve. The country trade is quite satisfactory, and may be said to be almost normal.

There appear to be good possibilities of development in the paint trade. Authorities state that over $231,000 worth of paints and colors are annually imported from Germany. The fact that this market is cut off opens up an opportunity for Canadian manufacturers to capture some of this business.

Linseed Oil.

The flaxseed situation is unchanged. The crop in the West is light, but, as the consumption is also light, there is little probability of any increased prices, at any rate in the near future. Prices on English oil are such that competition from this source is not likely to be felt. The trade is quiet, buying is being done only to cover immediate requirements, and stocks are light. The following prices are in effect in Toronto:—

	Raw.	Boiled.
Single bbls.	63	66
3 to 5 bbls.	62	65
6 to 9 bbls.	61	64

Turpentine.

The action of the Turpentine Farmers' Association in maintaining prices will no doubt have a beneficial effect on the trade. The prices agreed upon recently are still in force. Business is steady. Local prices are as follows:—Single barrels, 67c; 2 to 4 barrels, 66c.

Glass.

The importation of glass is still subject to the same restrictions, owing to the war. Stocks of Belgium glass are getting light, thus making it necessary to import from other sources, principally from the United States. On this account prices have been raised with a tendency to a further advance. Discounts now read: 16 oz. glass is net; discount on double diamond, 5 per cent.; cut sizes, 33 1/3 per cent.

Putty.

A slightly improved business is being done in putty, but it is still below normal. The following prices for putty are quoted for standard, in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.....	$2.55
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12½ lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12½ lbs.	3.25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases, 100 lbs.	3.15

Pure putty, 70c per cwt. advance.

Glue.

The price on English glue is advanced £10 per ton, and lies formerly being quoted in Toronto at from 8c to 12c are now standing at 10c to 14c.

WAR TIME REMINISCENCES

IT is natural at such a time as this that one should think of the many struggles of the mother country against her enemies in times gone by. The anxiety that we are feeling to-day about the soldiers of the Empire and her Allies, is no new thing for England. Our firm of "Brandram" has passed through a great many such experiences, for the original founder of the house was established in London at the time of the battle of Culloden. It may be news to many of our readers to learn that in addition to making the BEST WHITE LEAD IN THE WORLD, he was also a manufacturer of many of the constituents of gun powder. Hence it is not improbable that he may have contributed in some measure to the supplies of the fighting forces of the King.

When one stops to think of it, what a number of great battles the "Brandram" firm have known? We do not need to recount these, but if we did, we are sure they would impart a great feeling of confidence and encouragement to every citizen of the Empire to-day. Corunna, Trafalgar, Waterloo, Balaklava, Inkerman, are all names to stimulate one's confidence in British soldiers and sailors at the present time.

The Brandram firm in Canada, Brandram - Henderson, Limited, are not to-day dealers in gun powder. Their sole attention is given to the corroding of BRANDRAM'S B. B. GENUINE WHITE LEAD by the old secret Brandram process, and the manufacture and marketing of BRANDRAM-HENDERSON PAINTS, etc.

The buyer who orders Brandram products to-day is not only buying a Canadian-made article, but an article that has been a standard of the British Empire for nearly 200 years.

BRANDRAM-HENDERSON LIMITED
Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb.	22c
Pattern, lb.	23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's	15 00	15 00

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black Diamond, doz.		9 00
Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 20	0 18½
3 bbls.	....	0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS, BAKE.

	Per doz.
No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).

	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 20
Crown	2 05
Dandy	2 25
Improved Globe	2 35
Standard Globe	2 45
Neptune	2 45
Original Globe	2 75
Newmarket King	2 75
Jubilee	2 75
Victor (Glass)	3 50
Diamond King (Glass)	3 75
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb., per doz.	14 70
Weighted, 20 lb., per doz.	19 90

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.

Hand delivery and creamery cans, 35 p.c.

Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent. Cans, Jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire Brick, English	17 00 21 00
Fire brick, Am., low	23 00 25 00
Fire brick, Am., high.	27 50 31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls).	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross.	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.50 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner.	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case.	4 50
8 lb. size, 2 doz. in case.	7 20
17 lb. size, 1 doz. in case.	6 75

COPPER.

	Montreal	Toronto
Casting ingot	$14 50	$13 25
Bars, ½ to 2 in.	23 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	22 00	29 50
Copper sheet, tinned, 14x60, 14 oz.	23 75	30 50
Copper sheet, planished, 14x60, base.	30 00	37 50
Braziers', in sheets, 6 x 4 base	24 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 29½
No. 7, lb.	0 28½
No. 8, No. 9, No. 10, No. 12	0 28

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets.	2 75	3 00
All bright, 52 sheets.	3 85	4 00

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base.	$7 00
I X, 14x20 base.	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base.	5 00
I X, 14x20 base.	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base.	4 65
I X, 14x20 base.	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—		
I C, 20 x 28, 112 sheets	7 40	....
I X, Terne Tin.	....	9 40

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base.	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

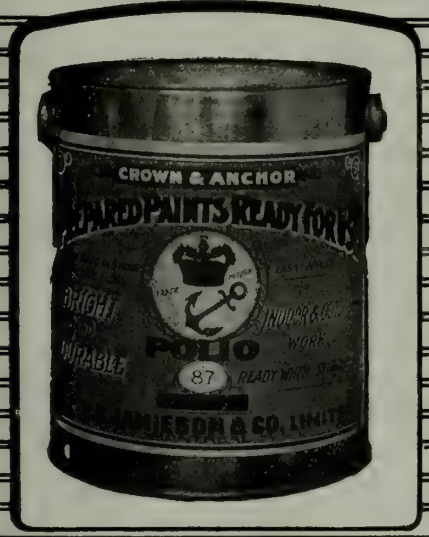
CROWBARS, 4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high-quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11



"To be, or not to be, that is the question,
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles."
—Hamlet.

HAMLET THE PRINCE OF DENMARK is a character which every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare, and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

TO BE, or not TO BE

If Hardwaremen would only consider for a moment that they can best serve the interests of their customers who use Babbitt Metals, by giving them goods made by a firm with a well-merited reputation for quality, they would in every case recommend, without any hesitation.

HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

ENGINEERS USING H. H. P. AVOID A SEA OF TROUBLES. THEY KNOW

IT WILL GIVE EXCELLENT SERVICE

We want an agent in every city. Ask for particulars.

Manufactured and guaranteed by

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE AND FACTORY TORONTO

BRANCH FACTORIES Montreal, Winnipeg

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.
7 oz. 0 17¾	6 oz. 0 12½	
8 oz. 0 19½	7 oz. 0 14	
10 oz. ...0 24½	8 oz. 0 15½	
12 oz. ...0 29½	9 oz. 0 17½	
	10 oz. ...0 19½	
	12 oz. ...0 23¾	
	15 oz. ...0 32	

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	18½	18½
Three bbls. and over.....	0 18	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz.....	0 60
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.....	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash forck, hoe, rake and shovel handles, 50 percent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, doz. pr.....	$7 50
R.W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered.	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible..	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers ..	5 75
Storm King rail ...	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 16
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.
Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 00
Over 12 in., per 100 lbs.....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft.....	0 13½
Corrugated, ¾ in., ft.....	0 17

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 80	2 85
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 08½	0 08½
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch...		0 05½
1 7-16 to 3 inch...		0 65

Montreal 40%, Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$10 00
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each.....	$2 00

(Roped Extension.)

20 ft. $3 00	42 ft. ....$ 7 95		
22 ft. 3 30	44 ft. 8 36		
24 ft. 3 60	46 ft. 8 74		
26 ft. 3 90	48 ft. 9 12		
28 ft. 4 20	50 ft. 9 50		
30 ft. 4 50	52 ft. 11 44		
32 ft. 4 80	54 ft. 11 88		
34 ft. 5 78	56 ft. 12 32		
36 ft. 6 12	58 ft. 12 76		
38 ft. 6 46	60 ft. 13 20		
40 ft. 6 80			

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern.....	7 00
Cold blast, japanned.....	7 50
Cold blast, plain	7 00
Brass, well japanned.....	9 25
All brass	24 00
Little Bobs A.C., doz.....	1 90

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 00	5 00
Imported pig, per 100 lbs.	5 10	....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed....	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

MACHINES (WASHING). Each.

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"....	9 00
New Century, style "B"....	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B".....	11 00
Playtime, engine drive....	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, $6 net.



INDIVIDUAL CONSUMERS | HOME BUILDERS | PAINTERS | ARCHITECTS CONTRACTORS | PUBLIC BUILDING MANAGERS

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STREET CAR CARDS BILL POSTERS
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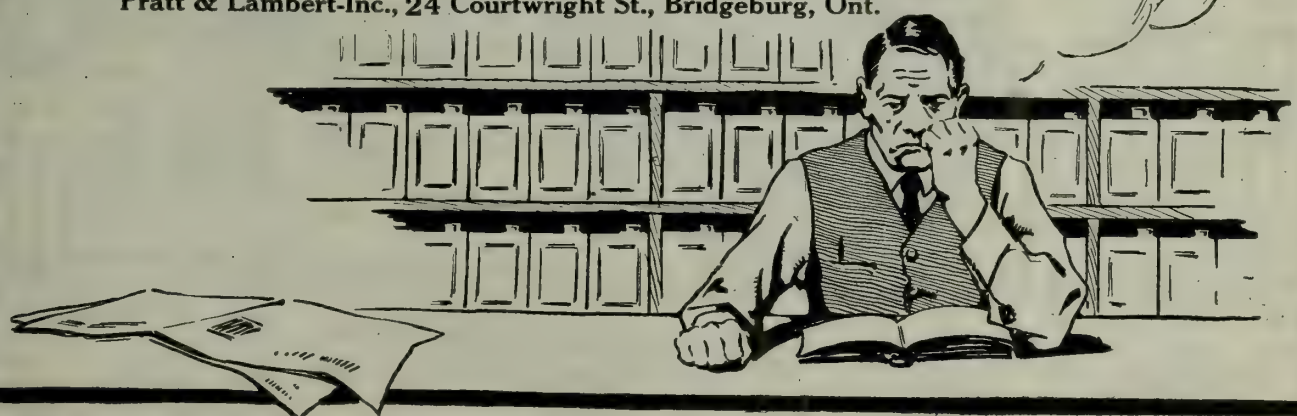
COLOR CARDS, FOLDERS SLIPS etc.
LIQUID & PANEL SAMPLES
VARNISH TALKS PRATT & LAMBERT PAINTERS' MAGAZINE

NEWS PAPER ELECTROS LANTERN SLIDES
ADVISORY DEPARTMENT
TRADE PAPER ADVERTISING

Every Successful Varnish Department Was Once But a Mind Picture

THE dealer in the bottom picture had an unsuccessful varnish department. He pictured to himself the successful varnish department which Pratt & Lambert Varnish Selling Co-operation would make for him. He acted. The top illustration shows the result — the well stocked Pratt & Lambert Varnish Department linked up with Pratt & Lambert Co-operation making quick sales, good profits and satisfied repeat customers for him. Do likewise. *Start by writing for Complete Pratt & Lambert Dealers' Proposition.*

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.

Mops, O-Cedar, doz	$12 00
S. W. Mops, doz.	3 25
New Wizard, small, doz...	8 00
New Wizard, large	10 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Crank wringing, doz.	4 75

Extra Cloths.

Challenge, doz.	2 10
Woven cloths, doz.	1 35

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60% off; 1½ in. mesh, 60% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60%.

OAKUM. Per 100 lbs.

Best (American)	9 00
U.S. Navy (American)...	8 50
Plumbers (spun) ...	3 65 3 80

OIL.

Can. prime white petrol	0	14½
Royalite	0 17	0 15
Palacine	0 21½	0 17½
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green ...	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2¼ to 3¼c lb.
Tea lead, chest, 2¼ to 3¼c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4 to 5c; bicycle tires, 2 to 3c.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.	0 09¼
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

Per 400 ft. roll

Plain Fibre, No. 1	0 50
Plain Fibre, No. 2.....	0 35
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll....	1 05

400 sq. ft. roll

O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing.....	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.....	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.....	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90% discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose).....	$0 80
5 gross, 4½-in. (loose).....	0 90
5 gross, 5-in. (loose).....	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross 4 in. (24 pkgs. of 2 doz. each	0 90
6 gross 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Size.	Buttweld. Black.	Galvanized
¼ and ⅜ inch..	$2 16	$3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 54
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
	Lapweld.	
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90
8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. "	.107 20	142 40
10"x40 lbs. "	.138 00	183 30
12 inches	174 90	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)

Lead pipe, 7½c, 2½% off.
Lead waste pipe, 9c; 2½% off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, aCn., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH. Doz.

O-Cedar, 4-oz. bottles.....	$2 00
O-Cedar, 12-oz. bottles....	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS. Per doz.

Boker's King Cutter		14 65
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33⅓ per cent.		
Edelweiss		16 00
Ever-Ready, doz.		9 00
Ern Razors .....6 00 to		18 00
Ern Junior Razor		14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

Per roll

2 ply R.R.	0 75
3 ply R R.	0 95
2 ply R R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 20
Amatite roofing, per sq....	2 70
Ready 2-ply, Shield, per roll	0 75
Ready 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10

ROPE.

Pure Manila base	$0 16
Best Manila base	0 16
British Manila base.....	0 12
African hemp base	0 12
Sisal base	0 10
Double lath yarn	0 09¾
Single lath yarn	0 09¼
Russian hemp	0 17
Russia deep sea line	0 22
Russia tarred bolt rope..	0 19½
Russia tarred ratline	0 18½
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft. ....(51)..		1 80
No. 1101—2 ft. ....(52)..		3 90
No. 1167—2 ft. .....(7)..		3 60
No. 1106—2 ft. ..(53½)..		4 10
No. 1375—3 ft. ..(66½)..		2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb. $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1,200 lb., platform, $16.50 plus $1 for stamping; 2,000 lbs., platform, $22 plus $1 for stamping; 2,000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS. Per 1,000

Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.

Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.			
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.			
O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.			
Wood, F.H., brass.	75	10	7½ 10
Wood, R.H., brass.	70	10	7½ 10
Wood, F.H., bronze	70	10	5 10
Wood, R.H., bronze	65	10	5 10
Drive screws	65	10	5 10
Set, case hardened	60	10	
Square cap			50 and 05
Hexagon cap			45
Bench, wood, per doz.....			$5 00
Bench, iron, per doz.....			4 25

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.....	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.....	7 35
Brush, per doz.	8 40
No. 20, per doz.....	8 75

STONES.

Western Red End (3 doz. to box), per box.....	0 85
Diamond, per box.....	1 00
Quinebog, per box.....	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

Figure It Out Yourself
Who's Going to Win Out

The dealer with goods on his shelf that will sell—Sell quick at a profit, or the one that is asleep to all opportunities to increase his business.

The answer, **Stock** MURESCO—for a quarter of a century the best wall finish. Sanitary and Artistic.

Sold in 5-lb. packages and barrels. May we send you prices and color cards?

BENJAMIN MOORE CO., Limited, Cawthra Ave., TORONTO

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX COMPANY
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 80	3 45	3 95
22-24 .. 3 85	3 55	4 15
26 .. 4 10	3 90	4 40
28 .. 4 35	4 10	4 65

Colborne Crown—16-20 gauge, $3.60; 22-24 gauge, $3.65; 26 gauge, $3.90; 28 gauge, $4.15.

Apollo Brand	Montreal	Toronto
14 gauge		2 95
16 gauge		2 95
18-20 gauge		3 10
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10¾ oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished oGods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar		0 26
Wire solder, lb.	0 28	0 25
Bar half-and-half, guaranteed	0 26	0 27
Half-and-half, not guaranteed	0 23	0 25

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 22
Commercial	0 22
Easy	0 24
Star Extra	0 25
Strictly standard wiping	0 25

SPELTER.

Foreign, per 100 lbs.	6 00	6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright fence, 25-lb. boxes.	2 80
Galv'zed fence, 100-lb. kegs	2 90
Galv'zed fence, 25-lb. boxes	3 15

Coopers' staples, 45 per cent.

Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.

Univ. japd., cyco bearing	24 00
Univ. N.F., cyco bearing	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1.000	$5 00
Painted wall ties, per 1.000.	5 00

TIN.	Montreal,	Toronto.
Tin, per lb.	34-40	40

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 70 and 5 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.

Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each. $1.50	14 ft., each. $4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.

Disston's, 10 per cent.

TWINE (Binder).

650 ft., per lb., 13½c.
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
4-ply	0 28¼	0 26¾
3-ply	0 25½	0 24¼

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.		10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55 per cent.
Stand, compr. work, 60 per cent.
High-grade compr. work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White war, 72½ per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.
Retinned, 70 and 5.
Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller
Full box, 45%; smaller lots, 30%; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11, No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.20; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65% off list.	

WRINGERS, MOP.

White, No. 2, each	$1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	7 50	8 00
Part cask	7 75	8 25



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right.* The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

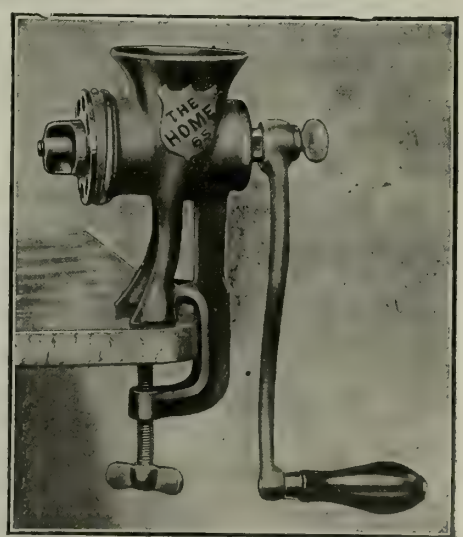
WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

YOU WILL FIND THIS

MAXWELL "HOME 65" FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

MAXWELLS LIMITED
ST. MARYS, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COATING.
Cement Coating $2.55-3.00

COLORS (DRY).	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs..	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red.....	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure.....	0 14
French ochre, pure.....	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel B.B.	1 65

GLUE.	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c; ⅛-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$4 25	
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 10 net; discount on double diamond, 5%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Double Diamond.
25 in.	$3 75	$ 5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.	....	11 40
95 in.	....	12 50
100 in.	....	16 40
105 in.	....	16 40
110 in.	....	21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS PLATE.
Country discount, 35 and 5% off list.
City discount, 45 and 5% off.

LEAD.
(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ..$9 15	$ 8 65	
"Anchor," pure	8 65	8 80
Brandram's B.B. Genuine	9 65	9 80
C.P. Co. decorat's pu.	8 65	8 80
Crown and Anchor, pure	8 65	8 80
Lily Pure	8 65	8 55
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead		8 80
Painter's Perfect		8 10
Lowe Bros'. White, H.S.		8 80
Purity C.O. Co.'s, Ltd.		8 30
Ramsay's Pure Lead.	8 65	8 55
Ramsay's Exterior ...	8 15	8 30
Tiger Pure	8 65	8 35
"James Genuine"		8 80
Stephens' H. P. P. (Winnipeg)		8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	8 00	6 38
Genuine, 100-pound kegs, per cwt. ...	8 25	6 75
No 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..$17	50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per 100 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 60
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbsfl.	9 00

MURESCO.
Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	See weekly report	
3 to 5 bbls.	See weekly report	
6 to 9 bbls.	See weekly report	

LINSEED, BOILED.

Single bbls.	See weekly report
3 to 5 bbls.	See weekly report
6 to 9 bbls.	See weekly report

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS, PLASTER.	
Per barrel	2 25

PARIS WHITE.	
In bbls.	0 90

PIGMENTS.	
Orange Mineral, casks..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PRIMER.	Gal.
Luxeberry Primer $2 55	

PASTE WOOD FILLER B.B.	Lb.
1 lb. cans $0.18	
2 lb. cans	0.18
5 lb. cans	0.17
10 lb. cans	0.16
25 lb. cans	0.12
100 lb. kegs	0.11
½ barrels	0.10½
Barrels	0.10

PUTTY.

	Standard	Montreal	Toronto
Bulk, in casks	2 30	2 55	
Bulk, 100-lb. drums.	2 50	2 75	
Bulk, 25-lb. drums...	2 60	2 85	
Bladders, in bbls.....	2 80	3 05	

Pure Putty, 75c hd. advance.

SHELLAC.
Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).	
Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls. ..	See weekly report	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. $3.00	

STAINS.	Gal.
Oil. & Spirit, Berry Bros..$2.50	
Water Stains, Berry Bros..	1.25
Berrycraft stain finish...	3.00
Shingletint, 5 gal. cans...	1.15

VARNISHES.

	Per gal. cans
Liquid Granite $3 00	
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dulgloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastillite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 80
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	5 00
Stovepipe varnish, ⅛ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).	
Cream	0 13
White	0 12

WASTE (WHITE).	
XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).	
Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 06

WASTE (PACKING).	
Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.	
Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Old English Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb...	0 38
Berry Bros. 0 45	

WHITING.	
Plain, in bbls.	1 50
Gilders, bolted, in bbls..	2 00

ZINC (DRY).	
Extra Red Seal, V.M.....	

ZINC IN OIL.	
Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾
Pure in Darmar Varnish.	0 19½

PEOPLE ARE LOOKING FORWARD

to having their homes clean and comfortable for the coming winter. This offers you the opportunity to push the sale of CP Sanitone, a durable, sanitary oil paint which dries with a beautiful, flat, velvety finish.

One of a series of single and double column six-inch ads., which we will send to Sanitone dealers, free of charge, is shown below. These ads. look very attractive in the newspaper and they tell the housewife just the things about Sanitone that she is interested in.



The walls of the room are the background for your furniture and pictures.

Unless they are pleasingly decorated the whole effect of the room is spoiled. For this reason and for other reasons quite as important

CP SANITONE

is rapidly gaining favor for interior decoration. It is made in twenty-four beautiful shades.

C.P. Sanitone is not a cheap water paint or a kalsomine but a durable oil paint, made by The Canada Paint Co. It dries with a flat velvety surface. It can be washed at any time with soap and water, without injury. Get a descriptive folder from us.

James H. Forbes & Son

Paints, Varnishes, Hardware, Glass, etc.

19 Main St., Milton Phone 63

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Interest the women folk in anything that will make the home more attractive, healthful and easy to keep clean, and profitable business will come your way. These ads. tell the advantages of Sanitone over other wall finishes, and will bring people into your store to buy.

There is an increasing demand for flat-drying oil paints for interior decoration. Large profits are bound to be realized from the sale of a high quality product, such as CP Sanitone backed up with attractive color folders and store advertising.

If you are not handling Sanitone, this Fall is the time to make a satisfactory beginning, so that when the big Spring trade opens up you will be familiar with the quality, and selling points of this finish. Send us a post card asking for full particulars and proofs of the entire series of advertisements.

TRADE CP MARK

THE CANADA PAINT CO
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

OXIDE MINES-RED MILL-QUEBEC

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $2.50

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.
Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.
Carriage, ⅜ and smaller, 60%; 7-16 and larger, 50%; machine, ⅜ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain 45c to 72c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.550; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No.1, $5 13; No. 2, $5.70; No. 3, $6.27; No. 4, $4.71 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and plannished copper, 34c per lb. Tinned, 27c. Mraziers' soft copper, 10-24fl 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, * in., round shank, 55 p.c.

ENAMELWWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12*%.
Nicholson's, 65%.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.
Corrugated strap, 4, 5, 6, 8, 10, and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng..	4 35	4 70
22 Am. and Eng..	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng..	4 10	4 40

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00

Asbestos Sad Irons

No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz. ... 7 25

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 71c; boiled, per gal., 74c.
These prices are for barrels. Less amounts 5c per gal. extra. with additional charges for cans. etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base: Winnipeg, $2 80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots. f.o.b. $2 off; case, $2.75 off.

OIL CANS.

	Gal.	Tin.	vanized.
Half. gal., dome top	$2 10	$3 04	
One gal., dome top	$2 55	3 42	
Two gal., dome top	3 97	4 55	
Three gal., dome top	5 10	7 35	
Five gal., dome top	6 34	8 25	

OILS.
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50, 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 21½c small lots and cases.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12; 2 inch, $16; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.60; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY.
Casks, 2.50 per 100 lbs., gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c.; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 10c base; pure Manila, 15½c base; British Manila, 12½c base; lath yarn, 9¾c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head
9 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $8.25.
Grass, $6.50 to $8.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.25.

SHEET ZINC.
Cask lots, 10¼c; small lots, 10½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. , $7.70; No. 4, $8.20; No. 5, $8.50; No 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $2.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 30 to 31 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16. $4.15; ⅜, $3.90; 7-16, $3.80; ½. $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Pated
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch. per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.....	14 00
Terne Plates	10 00

TOOLS, HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans
Carriage No. 1	1 75	
Elastic Oak	1 90	
Furniture No. 1	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish	2 20	
Pure orange shellac varnish	2 00	
Luminette	2 60	
Best wearing body	5 00	
Best gearing varnish	4 00	
Extra light hard oil	1 90	

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead. 9.40 per cwt.

WIRE BARB.
Per Spool of 80 Rods f.ob.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring, No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



Stephens'

REGISTERED TRADE MARK

VARNISH

A Varnish, like anything else in the Paint line, must be judged solely upon its performance—not by what anyone is pleased to say without practical test.

Here is a line of Varnish we know by practical experience will stand any test you may give it on a surface for which the Varnish was intended. For instance, the line illustrated above, EXALITE, is intended for interior finishing, but not for floors. It will stand up and give anyone, no matter how particular, satisfaction on wainscoting, baseboards, doors, etc., but will not be found good for floors. For floors we have GRANITE FLOOR VARNISH and a good finish it gives,—tough, elastic and durable.

There is a little book on Varnishes and Varnishing waiting for you—a post card will bring it—might say that it has been considered valuable enough for reproduction in many of Canada's and the United States' best trade papers.

Everything for the Painter

G.F. STEPHENS & CO. LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG, CANADA

BRANCH AT CALGARY

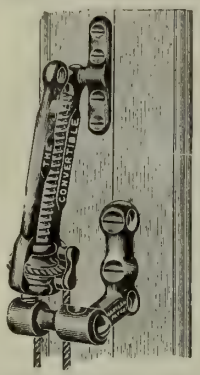
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



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⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
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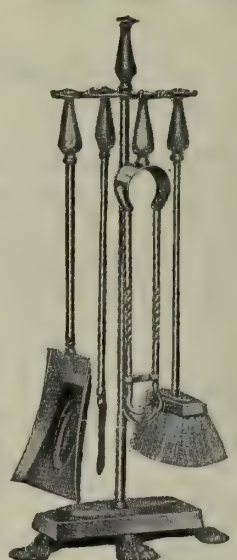
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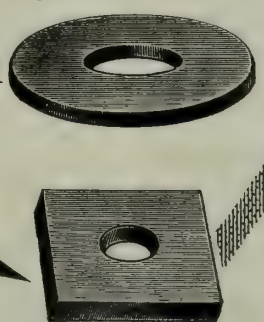


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Three sizes—
⅛" x ½"
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Made of high-grade tool steel, 6" long. Three sizes—one for each size Screw.

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Manufacturers of Engineers' and Sheet Metal Workers' Specialties.

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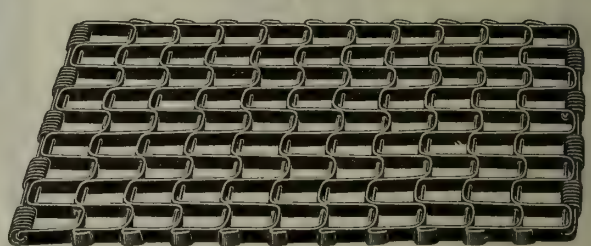
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Wear For Years



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A trial will convince you that our quality, prices and service are a triple combination hard to beat.

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Whether you are a beginner or an expert skater, you need the "Perfection" Support—it is the only really efficient stay for the ankles.

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Actual records of paint enquiries show positively that Interior Decoration is being carried out more and more extensively in the Fall.

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to meet the full demand for household paints and Flat Wall Paints by keeping in stock

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FLAT WALL COLORS and FLOGLAZE

"The Finish That Endures"

M L FINISHES THAT ENDURE
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Keeping your paint department to the front throughout the Fall puts a larger balance on the credit side of the ledger at the end of the year.

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14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
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Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
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Germans Retreating

So do all other Makes of Handles when Still's arrive on the scene.

No chance of beating them back, as they are made of the best Hickory. No other make is as strong and durable as

Still's Handles

Defeat the enemy by insisting on having STILL'S.

MADE IN CANADA.

J. H. Still Mfg. Co.,

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FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

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Your copy is ready

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48 pages full of information!

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CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

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No. 32 Torch

by which all things are judged. In the Torch World, the No. 32 Torch is acknowledged the Standard of Excellence. It is built on honor, sold on merit, and will give you unequalled satisfaction. Insist upon having the "C. & L." No. 32, and take no substitute.

The No. 32 is fitted with patented, automatic brass pump, with double springs, enabling the operator to quickly and easily obtain the required pressure. This pump will outlast several of ordinary make. Remember, "C. & L." Fire Pots and Torches produce more heat, using less fuel than other makes.

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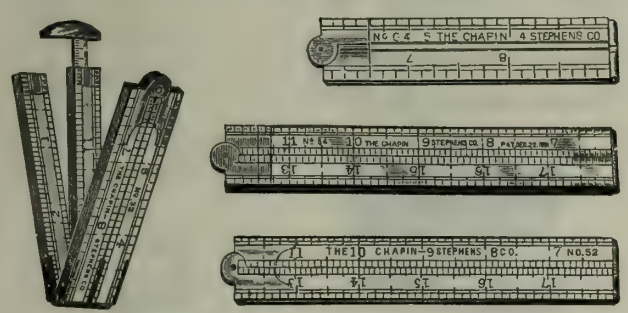
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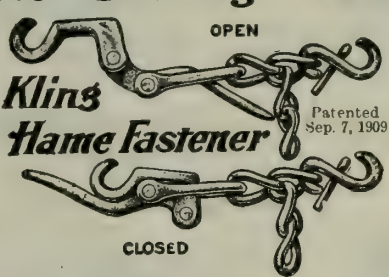
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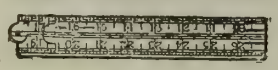


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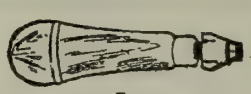

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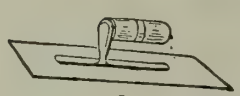

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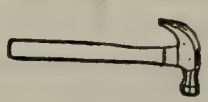

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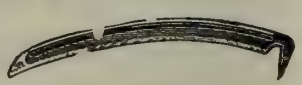

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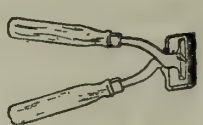

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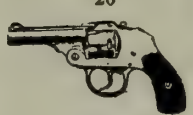

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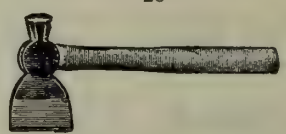

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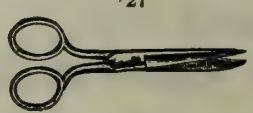

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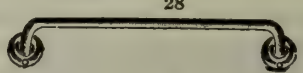

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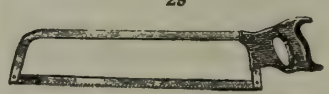

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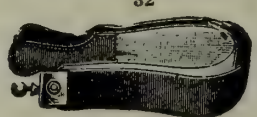

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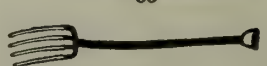

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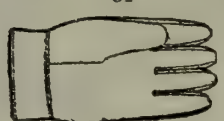

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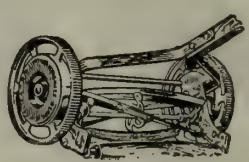

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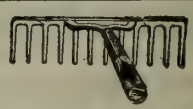

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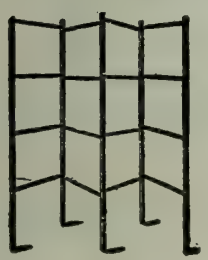

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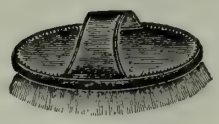

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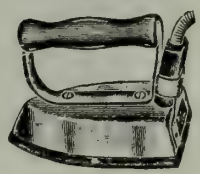

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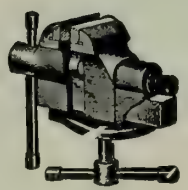

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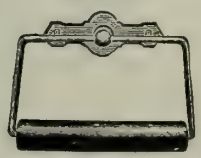

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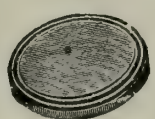

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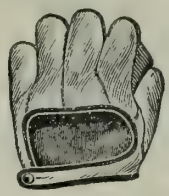

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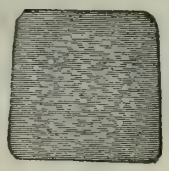

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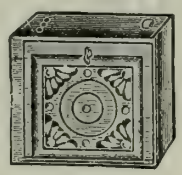

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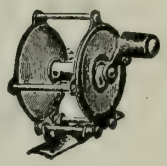

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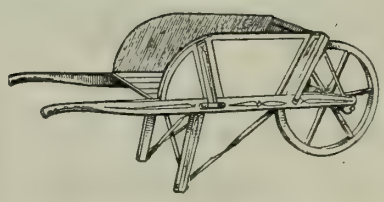

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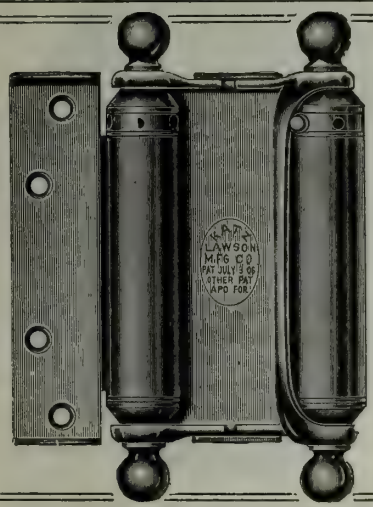


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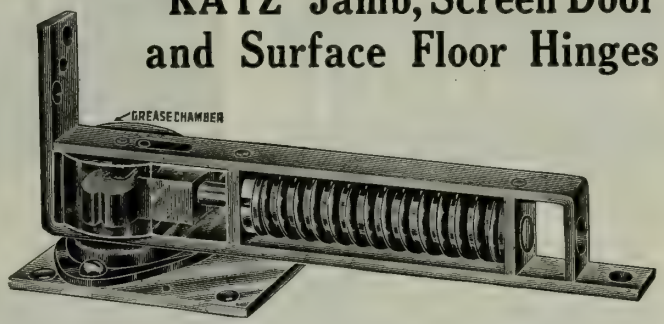
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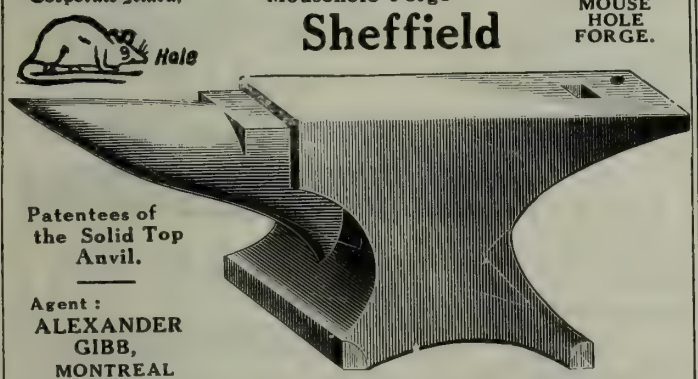


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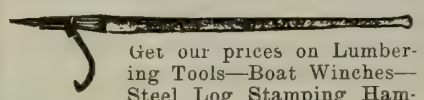
Advertising

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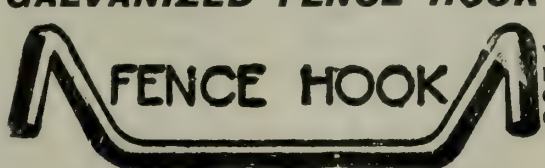
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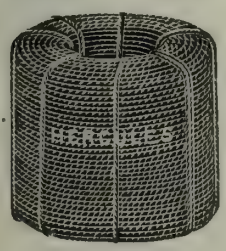
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Saskatchewan Glass & Supply Co., Moose Jaw.
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Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburg Pa.

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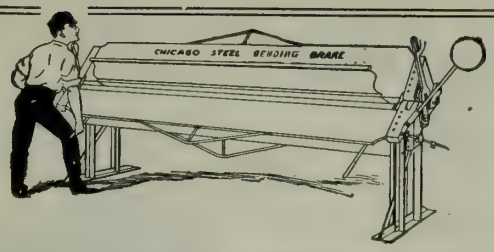
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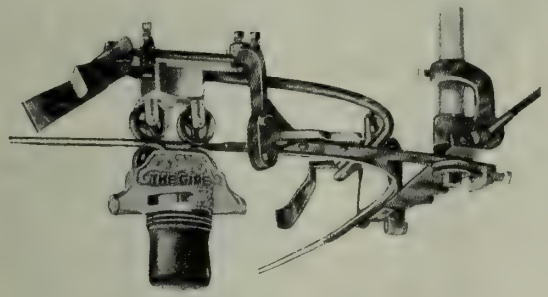


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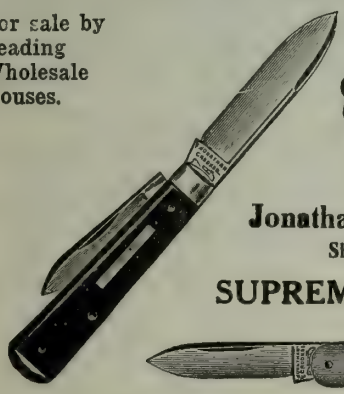


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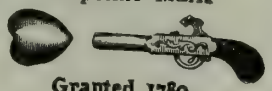
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The Steel Co. of Canada, Ltd., Hamilton.
Oilers.
Can. Fairbanks-Morse Co., Montreal.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.
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Can. Fairbanks-Morse Co., Montreal.
Carborundum Co., Niagara Falls, N.Y.
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ESTABLISHED 1830

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WELL KNOWN and WELL MADE





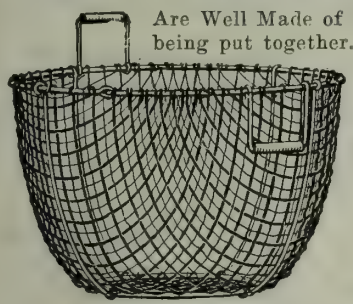
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Are Well Made of Wire Mesh Work, and are galvanized by the hot process after being put together. This solders every joint and insures a **strong** basket.

Better put in a stock for they are very useful for house-cleaning and for handling Root Crops, Leaves, etc.

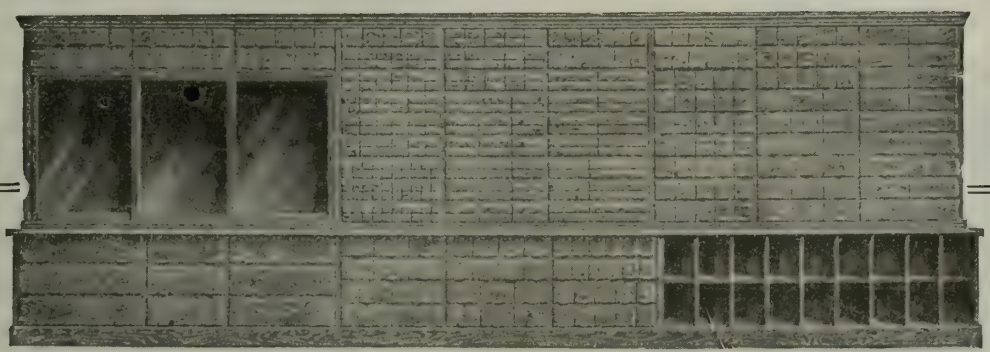
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Northern Electric Co., Montreal.
Sheet Metal Products Co., Toronto.

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Northern Electric Co.

Sporting Goods.
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Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

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Sheet Metal Products Co., Toronto.
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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.

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Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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E. T. Wright Co., Ltd., Hamilton.

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Findlay Bros., Carleton Place.
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Gurney Foundry Co., Toronto.
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Pratt & Whitney Co., Dundas, Ont.

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Millers Falls Co., New York.
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Brown-Boggs Co., Hamilton.

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Clayton & Lambert Mfg. Co., Detroit.

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Turpentine Producers' Agency, Toronto.

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Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

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Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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B. Greening Wire Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.
P. L. Robertson Co., Milton.

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Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

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The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
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Richards-Wilcox Canadian Co., London, Ont.

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G. F. Stephens & Co., Winnipeg.
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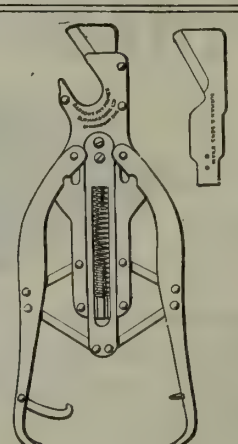
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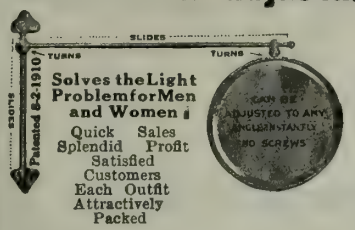
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PETERBORO, ONT. REGINA, SASK.

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McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
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Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

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Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Can. Fairbanks-Morse Co., Montreal.
Lundy Shovel & Tool Co., Peterboro.

Shuttles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silencers.
Can. Fairbanks-Morse Co., Montreal.

Silver Polish.
American Metal Polish Co., West Somerville, Mass.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

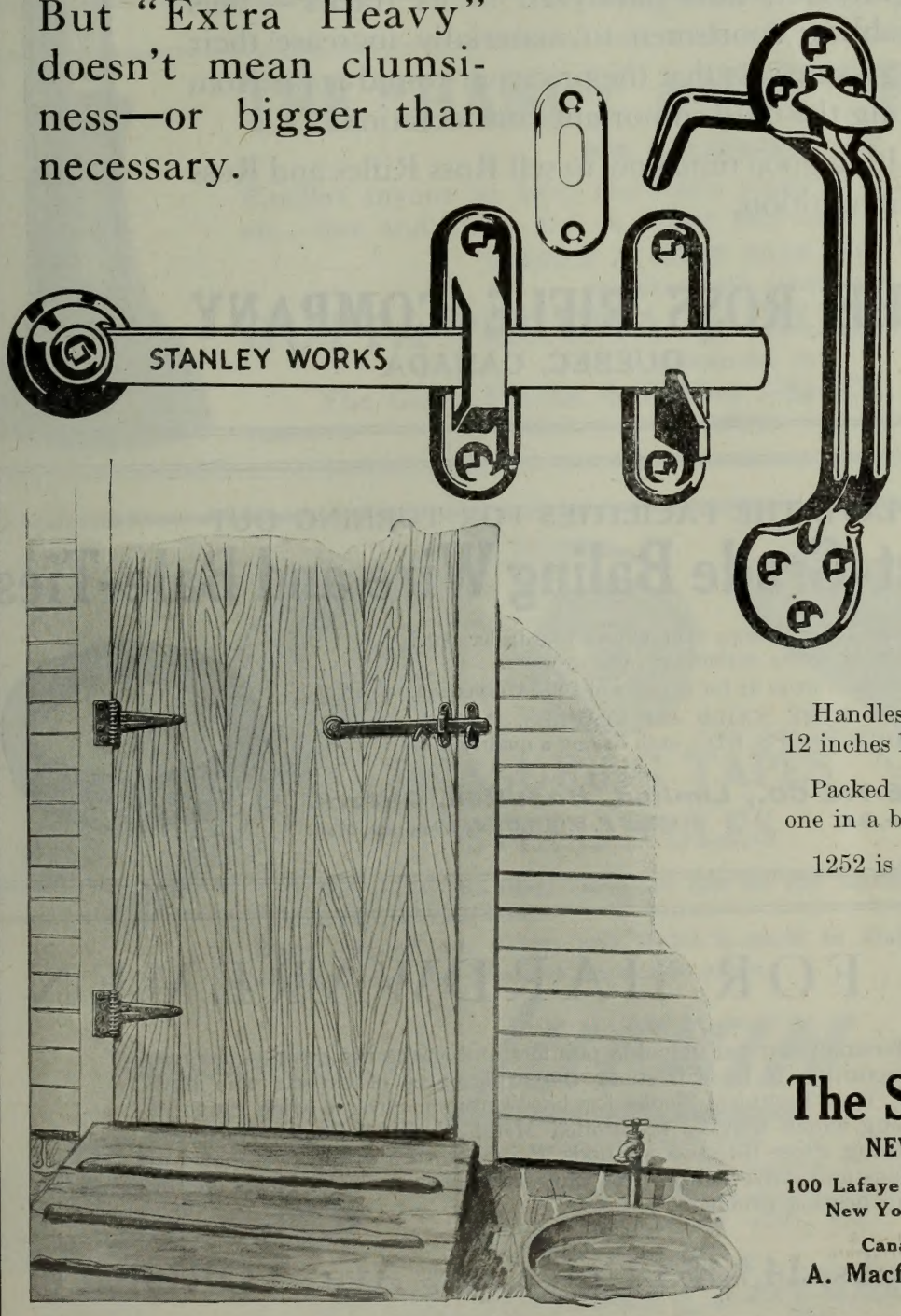
Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.
Richards-Wilcox Canadian Co., London, Ont.

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But "Extra Heavy" doesn't mean clumsiness—or bigger than necessary.



Our No. 1252 Extra Heavy Wrought Steel BARN DOOR LATCH

gives the sort of service expected from many Barn Door Latches that have failed.

A slam of the door—extra strain — bumps, won't break this No. 1252.

Wrought steel, extra heavy, that tells the story. Your customers will need this Latch and will demand it.

Combination holes—that is, square holes for bolts and nuts and countersunk holes for wood screws.

Handles 10½ inches long. Bars 12 inches long, good measure.

Packed with the right size screws, one in a box.

1252 is the number.

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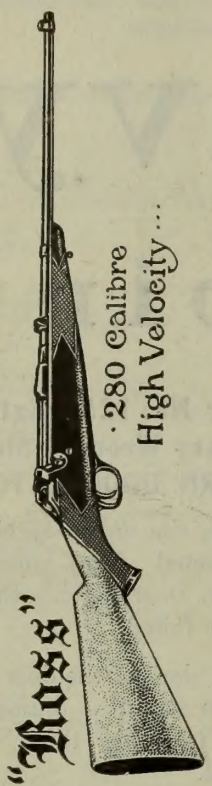
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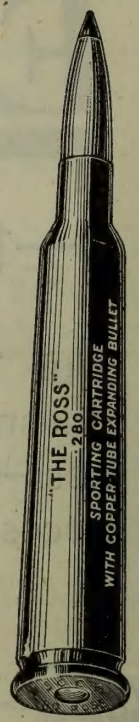
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Ross .280 Sporting Ammunition with copper tube expanding bullet (patented), may seem dear alongside of some ammunition, etc., but after reading what it does, how big game, seemingly lightly hit, falls paralyzed in its tracks — thus enabling sportsmen to materially increase their bag—one sees that the price per round is far from being the most important consideration.

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The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



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"Frost King" Babbitt Metal

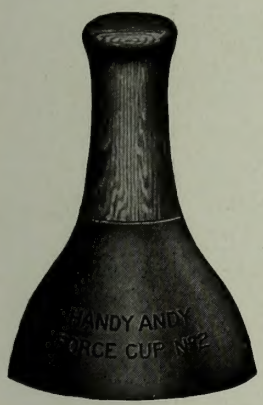
Good to sell because it's good

(Made in Canada)

The quality of this babbitt is exceptionally high.
It is the result of over 35 years' experience in the careful selecting and compounding of stock.
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Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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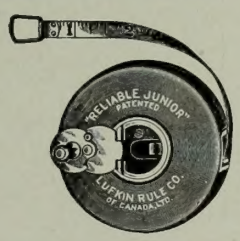
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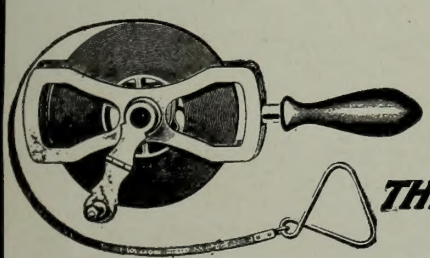
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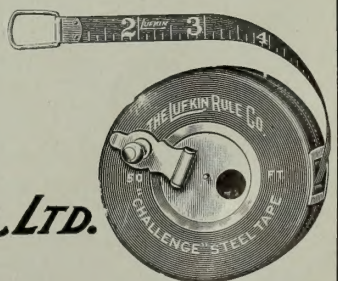
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